

Master of Science in --- **Business Administration**



**two-year programme
(laurea magistrale - LM 77)**



120 ECTS



Open access with assessment of
personal competencies



<https://economia.uniroma2.it/master-science/ba>





THE STUDY PLAN

The Master of Science in Business Administration offers 4 areas of specialisation and one multidisciplinary curriculum.

The programme is divided into two parts: 7 core courses, shared by all curricula, scheduled in the first year and 4 specialisation courses, characterising the second year.

In addition to core and specialisation courses, students must take 2 elective courses (12 ECTS) to be chosen among the other MSc BA specialisation courses or pure elective courses and extra activities (6 ECTS).

CORE COURSES **60 ECTS**

Cost Accounting, Planning and Control	12
Organisational Dynamics and Behaviour	12
Economic Choice Modelling	6
Business Analytics	6
International Commercial Law	6
Strategic Management	12
Regulation and Competition Policies	6

CURRICULUM **27 ECTS**

4 courses of the selected curriculum

ELECTIVE COURSES **12 ECTS**

2 courses

EXTRA ACTIVITIES **6 ECTS**

Internship, seminars, language certificates, etc

THESIS **15 ECTS**

A photograph of four students sitting around a wooden table outdoors, engaged in a study session. They are looking at a laptop and some papers. The background shows green trees and a clear blue sky.

THE STUDY PLAN

THEORY, METHODS, AND PRACTICE

Our program strikes an excellent balance between theory, methods, and practice. We don't just teach theory; we equip you with the practical and soft skills you need for a successful career.

STRONGLY FOCUSED ON REAL-WORLD APPLICATION

With guest lectures by prominent industry representatives, practice-related group assignments, and the possibility to do an internship as part of the Master's thesis.

INDUSTRY ENGAGEMENT

MIT SCM master's students have numerous and varied opportunities to interact with organizations and companies across industries and around the world, including real innovation projects with education partners and other industry leaders, as well as site visits and tours.

CASE STUDY APPROACH

The Study Plan draws on real-world case studies to illustrate how organizations meet the challenges of real world.

A photograph of a classroom or lecture hall. In the foreground, a student with long dark hair is looking at a laptop. Behind her, other students are visible, some looking at their laptops. The scene is brightly lit, suggesting an indoor setting.

5 CURRICULA

MANAGEMENT

**CONTROL AUDITING
AND
RISK MANAGEMENT**

**HR IN
TRANSFORMATIONAL
CHANGE**

**MARKETING AND
SALES**

**SUPPLY CHAIN
MANAGEMENT**

1) CURRICULUM IN HR IN TRANSFORMATIONAL CHANGE-INTRODUCTION

Track coordinator: Prof. Alessandro Hinna

E-mail: alessandro.hinna@uniroma2.it

OBJECTIVES

The objective of this area of specialisation is to provide our graduate students with the necessary knowledge to:

- explain the tasks and goals of HR management;
- analyse and describe HR management strategies, practices and tools;
- explain the application of digital technologies in human resource management;
- analyse the AI application on HR Management processes;
- define key management problems in different areas of HR.

TARGET PROFESSIONS

Human Resources Manager (HR Manager), HR Business Partner, HR Generalist Organizational Development Specialist, Change Management Consultant, etc.



HR IN TRANSFORMATIONAL CHANGE PROFILE – BASIC VIEW

COURSE PLAN – SECOND YEAR

Code	Course Name	ECTS	Semester
8012092	HR Management	9	1
8012094	HR Analytics and Digital Transformation	6	1
8011739	Organisational Psychology	6	1
	Elective Course*	6	1
8012093	Organization Design	6	2
	Elective Course*	6	2
	Extra activity	6	1/2
80121226	Thesis	15	2



2) CURRICULUM IN MARKETING AND SALES – INTRODUCTION

Track coordinator: Prof. Simonetta Pattuglia

E-mail: pattuglia@economia.uniroma2.it

OBJECTIVES

The **objective** of this **area** of specialisation is to provide our graduate students with the necessary knowledge in order to:

- identify consumer and buyer behavioral models;
- recognize global marketing strategies;
- outline selling strategies;
- apply marketing research methods;
- plan marketing and communication;
- understand the potentials of social media and new AI platforms;
- use strategic branding and communication along with outlining overall marketing strategies;
- organise sales plan and personnel.

TARGET PROFESSIONS: marketing manager, account manager, advertising and sales promotion manager, brand manager, area manager, marketing analyst, product manager, digital strategist, media planner, communication specialist, etc.

METHODS: Lectures, Managerial lectures, SIM Project work, Flipped classroom, Assignments.

Special Project:
**National Marketing Award on Best
Marketing and Communication Plan**

Società Italiana Marketing



MARKETING AND SALES PROFILE – BASIC VIEW

COURSE PLAN – SECOND YEAR

Code	Course Name	ECTS	Semester
8012200	Marketing and Communications for Digital Innovation	9	1
8012091	Marketing Analytics	6	1
8010828	International Marketing	6	1
	Elective Course*	6	1
8011617	Sales Management	6	2
	Elective Course*	6	2
	Extra activity	6	1/2
80121226	Thesis	15	2

3) CURRICULUM IN SUPPLY CHAIN MANAGEMENT – INTRODUCTION

Track coordinator: Prof. Andrea Appolloni

E-mail: andrea.appolloni@uniroma2.it

OBJECTIVES

The objective of this area of specialization is to provide our graduate students with the necessary knowledge to:

- Define fundamental management problems of different areas of SCM;
- Analyze and describe SCM with a future perspective ;
- Explain tasks and goals of supply chain management;
- Describe purchasing and procurement goals and tasks in the whole SCM and their interaction with other companies' processes;
- State the importance of logistics and identify the role of Internet Technologies and Electronic Commerce in supply chain operations.

TARGET PROFESSIONS

Recent graduates of the SCM program obtained positions such as procurement managers, distribution specialists, Supply Chain experts, Junior buyers, Category managers, Import/export agents, Inventory managers, Production managers and Sourcing leader.



SUPPLY CHAIN MANAGEMENT PROFILE – BASIC VIEW

COURSE PLAN – SECOND YEAR

Code	Course Name	ECTS	Semester
8012116	Sustainable Supply Chain Management	9	1
8012095	Digital Supply Network	6	1
8011164	Economics of Procurement	6	1
	Elective Course*	6	1
8011615	Project Management	6	2
	Elective Course*	6	2
	Extra activity	6	1/2
80121226	Thesis	15	2

COMPANY VISIT



sanofi



THE PROCUREMENT'S PRIZE FOR BEST MASTER THESIS

- **About the scholarship:** Open competition of two of the best theses in SCM is offered by «The Procurement» (An Italian Association of Procurement Managers). The prize consists of two financial aid covering tuition fees for two A.Ys.
- **Eligible:** Open to second-year students. A Prize to reward and recognize the two students who completed the best Master's thesis in the A.Y. 2024/25 in SCM.

4) CURRICULUM IN MANAGEMENT – INTRODUCTION

Track coordinator: Prof. Andrea Bonomi Savignon

E-mail: bonomi.savignon@economia.uniroma2.it

OBJECTIVES

The objective is to allow our graduate students to master **advanced management education**. Students will obtain a general sound knowledge of all the **major functional areas** according to the selected courses.

As a result, graduates in Management will be able to pursue **cross-functional** and **emerging** professional roles.



MANAGEMENT– BASIC VIEW

COURSE PLAN – SECOND YEAR

Code	Course Name	ECTS	Semester
8012115	Sustainability Management	9	1
8012099	Entrepreneurial Finance	6	1
	Elective Course*	6	1
two courses to be chosen among:			
8011615	Project Management	6	2
8011715	Change Management	6	2
8012096	External Auditing	6	2
	Service Management	6	2
	Elective Course*	6	2
	Extra activity	6	1/2
80121226	Thesis	15	2


The track in **Management** allows for greater **flexibility** in the design of the curriculum's content, with 2 additional elective courses open to the student's choice.


It is also distinctive for its orientation to managerial **practice**. The track offers a wide range of practical, hands-on extra activity courses, such as:

- Accenture Public Management Consulting Lab (Andrea Bonomi Savignon – II semester)
- Managing EU Funds (Lorenzo Costumato – I semester);
- ERPSim - Enterprise Resource Planning Simulation (Simone Ferretti and Gianluca Mattarocci – II semester);
- Innovation in Banking and Digital Finance (Nicola Maria Forti - II semester).



EXAMPLE – ERPSIM

Hands-on extra activity – Management and Sustainability



 **SAP Education – Demonstration Video**
SAP S/4HANA Simulation by Baton Simulations

CUSTOMER

ERPsimLab



5) CURRICULUM IN CONTROL, AUDITING & RISK MANAGEMENT- INTRODUCTION

Track coordinator: Prof. Sandro Brunelli

E-mail: brunelli@economia.uniroma2.it

OBJECTIVES

This curriculum aims to provide our students with flexible and vast knowledge in the field of Auditing, Accounting, Risk and Control subjects. After completing the journey, students will be able to:

- understand financial statements and the implications of different accounting policies, also in accordance with different stakeholders' perspectives;
- assess the overall equilibrium between firms and their stakeholders, with a particular focus on sustainability aspects;
- analyse the implications of the companies' investment policies and how companies deal with and face internal and external risks;
- perform a full basic external auditing process to figure out the overall reliability of companies' accounts.

TARGET PROFESSIONS

Business Analyst, Financial Analyst, Controller, CPA, CFA, Sustainability Manager, Risk Manager Internal/External Auditor, Compliance Specialist, Financial Advisor, Academician in the field, Consultant/Audit Partner, CEO and CFO.



CONTROL, AUDITING & RISK MANAGEMENT PROFILE – BASIC VIEW

COURSE PLAN – SECOND YEAR

Code	Course Name	ECTS	Semester
8012097	Sustainable Performance and Reporting	9	1
8012096	External Auditing	6	2
8012202	Financial and Enterprise Risk Management	6	1
	Elective Course*	6	1
8011575	Financial Statement Analysis	6	1
	Elective Course*	6	2
	Extra activity	6	1/2
80121226	Thesis	15	2

Focus on key aspects e.g. :

- ✓ learning-by-doing will dominate class sessions
- ✓ Opportunity to join international projects
- ✓ Internship opportunities
- ✓ Experimental thesis
- ✓ Temporary/Permanent contract in Italy and abroad

Business risk

All companies, no matter their size, encounter a variety of risks in the current global business and economic environment.

Since risk is unavoidable, how a company responds to it is crucial.



How the
course
will be
delivered?

In class lectures

Readings

Video lectures

Online videos

Forum

Self assessments

Individual assignment

Group assignment

Flash Risk Talks

Exercises

Testimonials

Flash Risk Talks: Managerial Insights Unplugged

Episode 2:
Derivatives



Course: Enterprise Risk Management

CdS Business Administration, a.a. 2024/2025

Flash Risk Talks: Managerial Insights Unplugged

Episode 1:
sustainability
& ESG



Course: Enterprise Risk Management

CdS Business Administration, a.a. 2024/2025

Flash Risk Talks: Managerial Insights Unplugged

Industry Expert: dott.
Matteo Macina
Director of the Cyber Security
Division at TIM S.p.a.

Episode 1:
Cyber risk

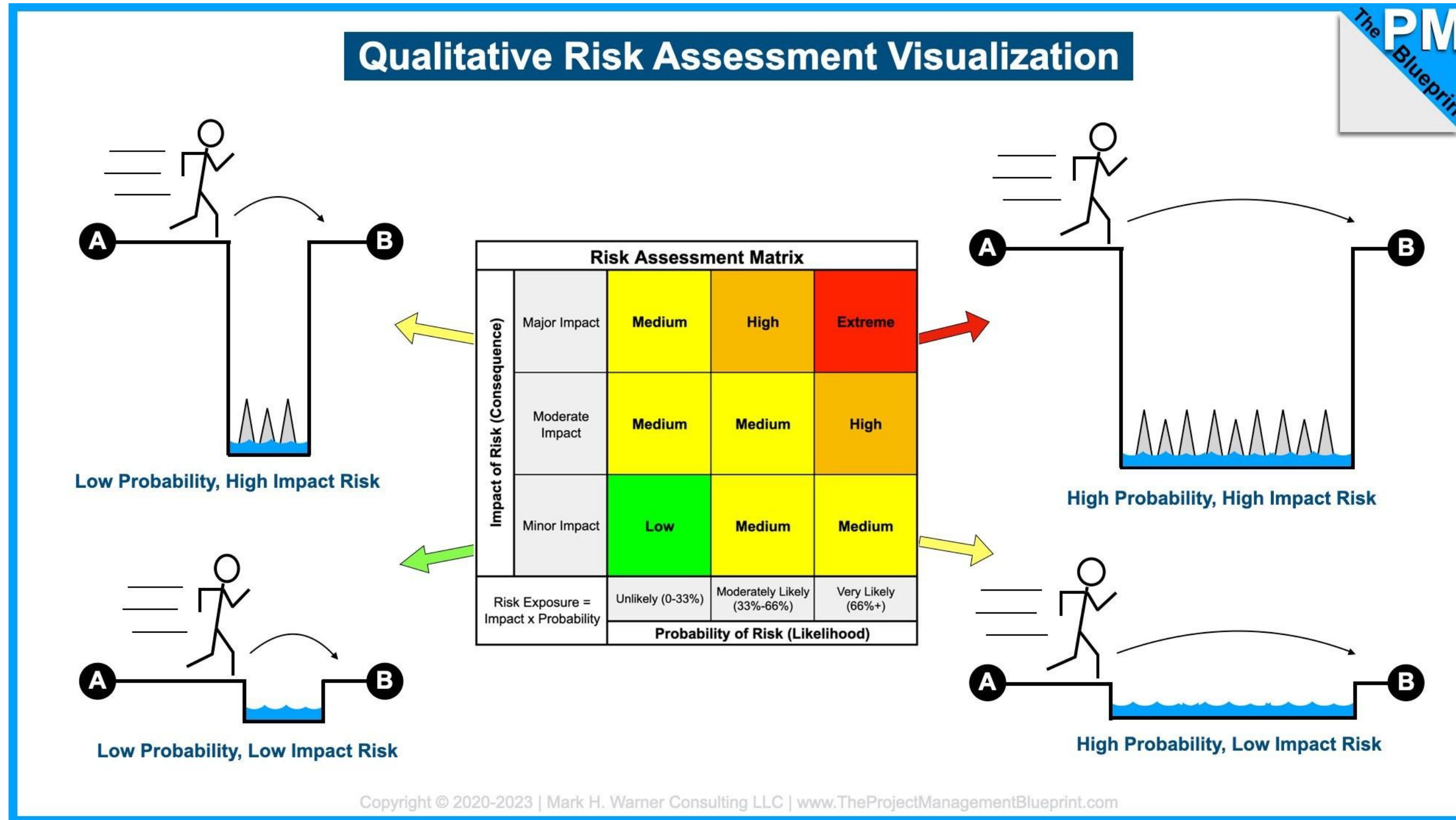


Course: Enterprise Risk Management

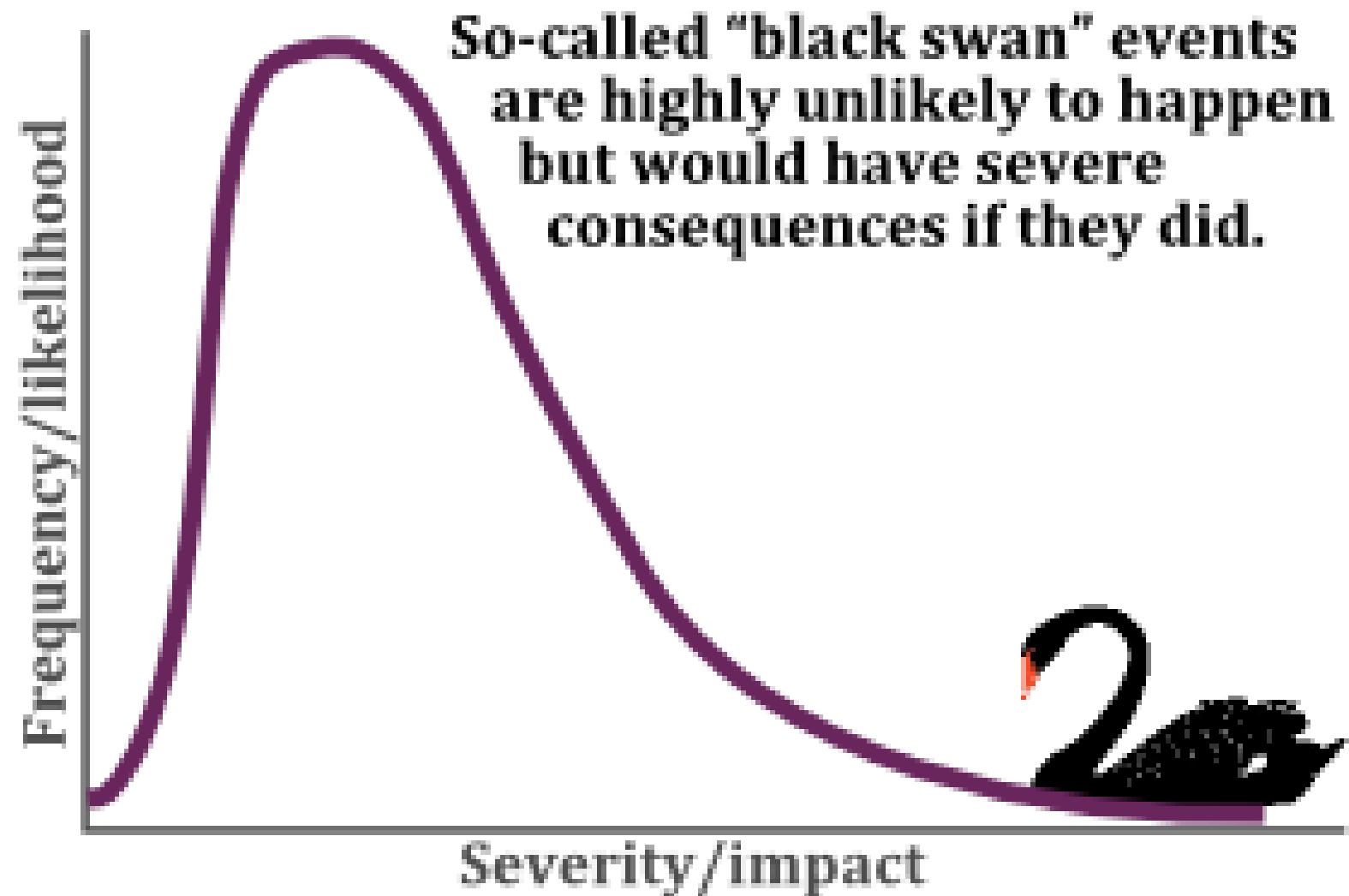
CdS Business Administration, a.y. 2024/2025

What is risk?

Risk is the combination of the **probability** of an event occurring and the **effects** it will produce.



The Black Swan



- Rare, high-impact, and hard-to-predict events
- Examples:
 - ❑ Global financial crisis (2008)
 - ❑ COVID-19 pandemic
 - ❑ Sudden geopolitical shocks
- Challenge traditional risk models
- Highlights the importance of resilience and adaptability

RISK PERCEPTION

🧠 Analytical vs. ❤️ Affective processing

Descriptive Information

Involves analytical and cognitive processing

Travelling in Bolivia

Stremnaya Road is extremely beautiful, with stunning mountains, cliffs, and vegetation. While the road offers a unique landscape, it is considered one of the most dangerous roads in the world. The combination of extremely narrow paths and high cliffs can easily lead to fatal accidents, and on average, two vehicles fall off the road each month.

Ironically, the road's danger has made it a popular tourist destination since the 1990s.

Mountain biking enthusiasts, in particular, consider it a top destination for downhill cycling.

Emotional Involvement

Triggered by vivid images or personal stories

Travelling in Bolivia



EX ALUMNI

Alessandra Martuccelli (Class 2015/2016)

E-mail: amartuccelli@deloitte.it

DELOITTE CONSULTING – ORGANIZATION DESIGN MANAGER

She deals with organisational transformation projects, in particular:

- Design of organisational models at macro (organisational charts, governance models and competencies) and micro-organisational level (function charts, roles and responsibilities and job descriptions);
- Definition of quantitative (head-count) and qualitative (skills) rightsizing models- Definition of target operating models (organisation, processes and way of working);
- Process analysis and optimisation (business process reengineering).



Deloitte.

Making an impact every day, in everything we do.

Our existence is driven by one purpose: to make an impact that matters.

To us, that means lasting results for our clients and their businesses, ideas and actions that

look out for the greater good. It is empowering our people and promoting their growth.

Making an impact is in our DNA, and our key to solving some of the world's greatest challenges.

ADMISSION REQUIREMENTS

Academic Background

A three-year undergraduate degree, with a grade equal to or above 80% for international degrees and a grade equal to or above 88/110 for Italian degrees belonging to the course classes **L-16** Administration and Organisation Sciences **L-18**, Economics and Management and **L-33** Economics.

For undergraduate degrees not belonging to the course classes mentioned above or not considered equivalent, the student must have obtained, by the date of the application, a total amount of **48 ECTS** credits in specific scientific-disciplinary sectors (SDS).

English knowledge

Certified knowledge of the English language at B2 level (Common European Framework).

No English proficiency certificates are required from applicants who are active citizens of countries where English is one of the official languages and/or from applicants who have been awarded undergraduate degrees from Institutions where the programme has been taught in English.

English certificate

Applicants are required to present one of the following certificates corresponding to a B2 LEVEL (CEF) not older than 3 years:

- International English Language Testing System (IELTS) – module Academic;
- First Certificate (FCE) - University of Cambridge ESOL Exam;
- Business English Certificate (BEC) - vantage level - University of Cambridge ESOL Exam;
- Test of English as a Foreign Language (TOEFL): IBT (Internet Based Test) minimum score 74; PBT (Paper Based Test) minimum score 538.

No attendance certificates are accepted.

APPLICATION PROCEDURE

Required documents:

- Passport or ID card;
- CV (in English);
- Transcript of records;
- English language certificate or medium of instruction letter.

To be uploaded on the Delphi portal.



Application deadline

- Non-EU applicants applying for a visa, Italian/EU applicants, non-EU applicants who reside in Italy, non-EU applicants holding an Italian degree and a valid residence permit : **30 April 2025**;
- Italian/EU applicants, non-EU applicants who reside in Italy, non-EU applicants holding an Italian degree and a valid residence permit: **30 September 2025**;
- Italian/EU applicants, non-EU applicants who reside in Italy, non-EU applicants holding an Italian degree and a valid residence permit: **20 February 2026**.



The application fee

is € 30,00 and is not refundable.

IMPORTANT: the application procedure is considered completed once the candidate has re-entered the application platform and validated the payment.



ENROLMENT

Admitted Non-EU students requesting a visa must complete the pre-enrolment procedures and upload the required documents on UNIVERSITALY portal.

31 July 2025

EU applicants, non-EU applicants who reside in Italy, non-EU applicants holding an Italian degree and a valid residence permit must complete the enrolment procedures on the DELPHI platform.

28 November 2025
30 March 2026
(Only for candidates
admitted to the
third intake)

TUITION FEES



Tuition fees are calculated on the basis of the economic situation of the student or his/her family, the degree programme and the ECTS credits earned. The amount may vary from a minimum of 156€ to a maximum equal to 5,250€.

The economic situation is declared in the ISEE-U or ISEE parificato (for students whose income and assets are held abroad)



CONTACT US

MSc in Business Administration - Programme Office



+ 39 0672595555



<https://economia.uniroma2.it/master-science/ba>



study@mscba.uniroma2.it



School of Economics
Via Columbia, 2
Building B