

## MANAGEMENT CONSULTING (a.a. 2020-2021/a.a. 2021-2022)

### 1° YEAR (a.a. 2020-2021)

| 1° SEMESTER  | CREDITS | SSD       | CODE    |
|--|---------|-----------|---------|
| <b>CORE COURSES</b>                                      |         |           |         |
| General Management                                       | 12      | SECS-P/08 | 8011859 |
| Managerial Accounting                                    | 12      | SECS-P/07 | 8011612 |
| Organisational Dynamics and Behaviour                    | 6       | SECS-P/10 | 8011213 |
| International Commercial Law                             | 6       | IUS/04    | 8011425 |
| <b>2° SEMESTER</b>                                       |         |           |         |
| <b>CORE COURSES</b>                                      |         |           |         |
| Business Statistics                                      | 6       | SECS-S/01 | 8011284 |
| Economic Choice Modelling                                | 6       | SECS-P/01 | 8011937 |
| Regulation and Competition Policies                      | 6       | SECS-P/02 | 8011936 |
| <b>SPECIALISATION COURSES</b>                            |         |           |         |
| Digital Management Consulting                            | 6       | SECS-P/08 | 8011922 |
| <b>OPTIONAL COURSES - one course to be chosen among:</b> |         |           |         |
| Advanced Marketing                                       | 6       | SECS-P/08 | 8011609 |
| Procurement and Supply Chain                             | 6       | SECS-P/08 | 8011661 |
| Financial Reporting                                      | 6       | SECS-P/07 | 8011285 |
| People Management  | 6       | SECS-P/10 | 8010854 |
| Business Government Relationships                        | 6       | SECS-P/07 | 8011611 |

### 2° YEAR (a.a. 2021-2022)

| 3° SEMESTER  | CREDITS | SSD        | CODE    |
|--|---------|------------|---------|
| <b>CORE COURSES</b>                                      |         |            |         |
| Corporate Finance  | 6       | SECS-P/09  | 8011546 |
| <b>SPECIALISATION COURSES</b>                            |         |            |         |
| Business Analytics                                       | 6       | SECS-S/01  | 8011912 |
| IT Systems, Data and Application                         | 6       | ING-INF/05 | 8011921 |
| <b>OPTIONAL COURSES - one course to be chosen among:</b> |         |            |         |
| International Marketing                                  | 6       | SECS-P/08  | 8010828 |
| Sales Management   | 6       | SECS-P/08  | 8011617 |
| Organisational Communication and Presentation Skills     | 6       | SECS-P/10  | 8011914 |
| Organisational Psychology                                | 6       | M-PSI/06   | 8011739 |
| Economics of Procurement                                 | 6       | SECS-P/01  | 8011164 |
| Sustainable Supply Chain Management                      | 6       | SECS-P/08  | 8011706 |
| Business Auditing  | 6       | SECS-P/07  | 8011610 |
| Governance and Ethics                                    | 6       | SECS-P/07  | 8011799 |
| Sustainability Management                                | 6       | SECS-P/07  | 8011915 |
| Social Entrepreneurship and Innovation                   | 6       | SECS-P/07  | 8011718 |
| Family Business  | 6       | SECS-P/10  | 8011427 |
| Service Management and Marketing                         | 6       | SECS-P/08  | 8011913 |
| Project Management                                       | 6       | ING-IND/17 | 8011615 |
| Business Models Innovation                               | 6       | SECS-P/08  | 8011737 |
| <b>4° SEMESTER</b>                                       |         |            |         |
| Extra-activities*  | 6       |            |         |
| (*can be attended also during previous semesters)        |         |            |         |
| Thesis   | 24      |            |         |