

**INTENDED LEARNING OUTCOMES OF THE MASTER OF SCIENCE IN MANAGEMENT**

**CORE AREA OF STUDY**

**Knowledge and Understanding**

<p>Graduates will acquire advanced knowledge related to:</p>	<p>Knowledge and Understanding will be achieved through the following courses:</p>
<ul style="list-style-type: none"> <li>– global economy dynamics, in terms of key factors that determine its real and financial development</li> <li>– elements to be considered when building an effective corporate growth strategy</li> <li>– principles and methodologies for planning performance measurement systems</li> <li>– key marketing processes and their relationship with other business functions</li> <li>– guidelines for human resource management policies and practices</li> <li>– mathematical and statistical methodologies and tools for business data analysis</li> </ul>	<ul style="list-style-type: none"> <li>– Economic prospects</li> <li>– Performance measurement and corporate strategy - module I</li> <li>– Performance measurement and corporate strategy - module II</li> <li>– Marketing management (advanced)</li> <li>– Human resource management</li> <li>– Principles of business analytics</li> </ul>

**Applying Knowledge and Understanding**

<p>Graduates will be able to:</p>	<p>Ability to Apply Knowledge and Understanding will be achieved through the following courses:</p>
<ul style="list-style-type: none"> <li>– critically interpret trends in the economic system at national and international level</li> <li>– design growth strategies for medium-large firms</li> <li>– apply methodologies and tools to gather data and analyze figures on the firm’s economic and financial performance in comparison with competitors’ performance</li> <li>– operate in any business setting with a “market oriented” attitude</li> <li>– define human resource management policies in order to make people a key asset for competitive advantage</li> <li>– apply mathematical and statistical methods and use tools for business data analysis</li> </ul>	<ul style="list-style-type: none"> <li>– Economic prospects</li> <li>– Performance measurement and corporate strategy - module I</li> <li>– Performance measurement and corporate strategy - module II</li> <li>– Marketing management (advanced)</li> <li>– Human resource management</li> <li>– Principles of business analytics</li> </ul>

**AREA OF STUDY - MANAGEMENT**

**Knowledge and Understanding**

<p>Graduates will acquire advanced knowledge related to:</p>	<p>Knowledge and Understanding will be achieved through the following courses:</p>
<ul style="list-style-type: none"> <li>– the origin and evolution of modern industrial firm</li> <li>– advanced theories and tools in corporate finance and financial services offered by financial intermediaries</li> <li>– legal principles and regulations applying to companies</li> </ul>	<ul style="list-style-type: none"> <li>– Business history</li> <li>– Financial management and corporate banking</li> <li>– Company and business law (advanced)</li> </ul>

**Applying Knowledge and Understanding**

<p>Graduates will be able to:</p>	<p>Ability to Apply Knowledge and Understanding will be achieved through the following courses:</p>
<ul style="list-style-type: none"> <li>– critically assess business choices in the light of the role played by technology and socio-institutional factors along the evolution of modern industrial firms</li> <li>– evaluate the main corporate finance policies and professionally interact with financial intermediaries in planning strategic and management choices</li> <li>– assess constraints and opportunities in regulatory provisions related to companies</li> </ul>	<ul style="list-style-type: none"> <li>– Business history</li> <li>– Financial management and corporate banking</li> <li>– Company and business law (advanced)</li> </ul>

**AREA DI STUDY – ORGANIZATION AND HUMAN RESOURCES MANAGEMENT**

**Knowledge and Understanding**

<p>Graduates will acquire advanced knowledge related to:</p>	<p>Knowledge and Understanding will be achieved through the following courses:</p>
<ul style="list-style-type: none"> <li>– key factors of the job market and the role of human capital investment and job mobility</li> <li>– methodologies and techniques for designing organizational structures and mechanisms as well as for governing organizational change</li> <li>– principles and regulations of labor law with particular focus on labor union aspects</li> </ul>	<ul style="list-style-type: none"> <li>– Labour and personnel economics</li> <li>– Organization</li> <li>– Labour law</li> </ul>

**Applying Knowledge and Understanding**

<p>Graduates will be able to:</p>	<p>Ability to Apply Knowledge and Understanding will be achieved through the following courses:</p>
<ul style="list-style-type: none"> <li>– interpret the mechanisms that regulate the functioning of the job market</li> <li>– recognize, analyze and solve organizational issues</li> <li>– assess constraints and opportunities of regulatory provisions related to the job market</li> </ul>	<ul style="list-style-type: none"> <li>– Labour and personnel economics</li> <li>– Organization</li> <li>– Labour law</li> </ul>

**CUSTOMIZED AND LINGUISTIC AREA OF**

**STUDY Knowledge and Understanding**

Graduates will have acquired wide-ranging and in-depth knowledge of their choice related to topics in specific areas, identified based on their interests and in line with the educational program.

Regarding languages, graduates will strengthen their knowledge in English (which is an entry requirement) in order to achieve, at least, a B2 business level; moreover, they will acquire knowledge of a second EU language (Italian: at least level A2; other EU language among those listed in the University Guide: at least level B1 business.).

In the English version of the program, the Italian requirement for non-Italian native speakers is fulfilled by Italian as compulsory second foreign language. In the Italian version of the program, the Italian requirement for non-Italian native speakers is fulfilled by the entry pre-requisite.

**Applying Knowledge and Understanding**

Graduates will be able to apply the methodologies acquired during the study program and use related practical tools; over time, they will be able to analyze and interpret the environmental context of reference for issues related to the areas of the study program and apply the logical methods acquired for tackling any new problems that may emerge during their professional lives.

Regarding languages, graduates will demonstrate abilities in English, written and oral comprehension and expression (at least post intermediate – business level) and abilities in another EU language (at least elementary level; the exit level depends on the language, Italian or other EU language).

<b>Making Judgements</b>	Graduates will acquire the ability to integrate knowledge, manage complexity and make judgements even with partial information, including considerations and assessments regarding social responsibility and ethics related to the application of economic and managerial skills; in particular, they will be able to integrate points of view from various company functions.
<b>Communication</b>	Graduates will be able to communicate problems, ideas and solutions related to the area in which they work clearly, correctly and thoroughly. They will be able express themselves effectively to a non-specialized audience of users and clients and will be able to converse with experts clearly and unambiguously. In particular, graduates will acquire the ability to communicate business strategies to different representatives, as well as interact with operators belonging to various company functions.
<b>Lifelong Learning Skills</b>	Graduates will acquire learning skills that allow them to be autonomous in updating and developing their knowledge and competences related to the main company functional areas in a professional setting.