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# COURSES TAUGHT IN ENGLISH

# ECONOMICS

## DISCIPLINARY AREAS:

 ECONOMICS

 EDUCATION

 LAW

 MEDICINE

 PSYCHOLOGY

 SCIENCE

 SOCIOLOGY



## **WHY BICOCCA**

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Bicocca is a young university that will connect you with students from all over the world. You will not just be a student here. You will be a member of the global community.

Since its foundation, the University of Milano-Bicocca has reached beyond its borders entering into various agreements with European and non-European universities.

Research is always global. Our teachers are members of international research groups that share numerous projects and initiatives, with a common commitment to increase the quality of teaching. Our focus on innovation offers students competitive and practical training.



# STUDY ECONOMICS AND STATISTICS @MILANO-BICOCCA

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The field of Economics & Statistics at the University of Milano-Bicocca comprises of 3 leading departments that ensure all mainstream areas of economics, business & law and statistics are strongly represented in our teaching and research offer:

- \* Department of Statistics and Quantitative Methods
- \* Department of Economics, Management and Statistics
- \* Department of Business and Law

The departments bring together the following degree programs:

**B** 6 Bachelor degrees

**M** 8 Master degrees

## OUR INTERNATIONAL OFFER

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In the field of Economics & Statistics, our University offers the following degree program in English:

### INTERNATIONAL ECONOMICS

### MARKETING & GLOBAL MARKETS—GLOBAL MANAGEMENT

There are a total of 74 individual courses taught entirely in English across 2 different Degree Programs.

Please note: some courses are composed by two modules.

Exception: Only Erasmus students are allowed to take single modules.

## OUR LOCATION

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All courses in the field of Economics & Statistics are held at our campus in Milan.


## TABLE OF CONTENTS:

- \* ACTUARIAL MATHEMATICS (module)
- \* ADVANCED ACCOUNTING
- \* ADVANCED ENGLISH FOR TOURISM (module)
- \* ADVANCED MICROECONOMICS (module)
- \* ADVANCED MICROECONOMICS (module)
- \* ADVANCED STATISTICS (module)
- \* ANGLO-SAXON CULTURE (module)
- \* BASICS OF BUDGETING AND CONTROL
- \* BEHAVIORAL ECONOMICS FOR DECISION MAKING
- \* BUSINESS ANALYTICS (module)
- \* COMPETITION LAW (module)
- \* COMPETITION LAW (module)
- \* COMPUTATIONAL FINANCE & FINANCIAL ECONOMETRICS (module)
- \* CONTROL SYSTEMS FOR TOURISM COMPANIES (module)
- \* CULTURAL HERITAGE LAW (module)
- \* DATABASES SYSTEM
- \* DATA-DRIVEN DECISION MAKING (module)
- \* DEVELOPMENT ECONOMICS
- \* DYNAMIC ASSET PRICING (module)
- \* EC COMPETITION AND MARKET LAW
- \* ECONOMETRICS
- \* ECONOMETRICS
- \* ECONOMETRICS (module)
- \* ECONOMICS FOR DATA SCIENCE M
- \* ECONOMICS OF EUROPEAN INTEGRATION (module)
- \* ENGLISH LANGUAGE
- \* ENGLISH LANGUAGE
- \* ENGLISH LANGUAGE FOR TOURISM
- \* ENVIRONMENTAL ECONOMICS (module)
- \* EU BUSINESS LAW
- \* FINANCIAL MARKETS
- \* FIRMS AND MARKETS IN GLOBAL ECONOMIES (module)
- \* FIRST FOREIGN LANGUAGE - ENGLISH
- \* FOUNDATIONS OF INTERNATIONAL ECONOMIC LAW
- \* FURTHER LANGUAGE SKILLS FOR FINANCE - ENGLISH
- \* GAMES AND STRATEGIC BEHAVIOUR
- \* GLOBAL ACCOUNTING (module)
- \* GLOBAL MACROECONOMICS
- \* GLOBAL MANAGEMENT DECISIONS
- \* HISTORY OF EUROPEAN INTEGRATION (module)
- \* HISTORY OF GLOBALIZATION
- \* INDUSTRIAL RELATIONS AND TRADE UNION LAW (module)
- \* INFERENCE STATISTICS (module)
- \* INTERNATIONAL FINANCIAL MARKETS
- \* INTERNATIONAL TAX LAW
- \* INTERNATIONAL TRADE LAW (module)
- \* LABOUR ECONOMICS
- \* LAW FOR TOURISM (module)
- \* MACROECONOMICS OF DEVELOPMENT (module)
- \* MANAGEMENT ACCOUNTING (module)
- \* MANAGING AND CONTROL FOR TOURISM
- \* MANAGING TOURISM COMPANIES (module)
- \* MATHEMATICAL METHODS AND PROGRAMMING
- \* MATHEMATICS
- \* MICROECONOMICS OF DEVELOPMENT (module)
- \* MICROECONOMICS OF GLOBAL MARKETS
- \* PORTFOLIO THEORY
- \* PRINCIPLE OF CORPORATE FINANCE
- \* QUANTITATIVE METHODS

- \* QUANTITATIVE METHODS FOR DECISION-MAKING
- \* RISK MANAGEMENT
- \* STATISTICAL METHODS FOR TOURISM II
- \* STATISTICAL METHODS FOR TOURISM SERVICES EVALUATION (module)
- \* STATISTICAL METHODS FOR TOURISM SERVICES EVALUATION (module)
- \* STRATEGIC ANALYSIS
- \* STRATEGIC MANAGEMENT
- \* THE CORPORATE STRATEGIC ANALYSIS IN A COMPETITIVE ENVIRONMENT
- \* THE ECONOMICS AND HISTORY OF EUROPEAN INTEGRATION
- \* THE LAW OF INDUSTRIAL AND ECONOMIC RELATIONS
- \* THE MODERN FIRM
- \* TOPICS IN HUMAN CAPITAL
- \* TOPICS IN LABOUR MARKETS
- \* VALUE CREATION FOR STRATEGIES
- \* VBA PROGRAMMING

## LEGEND

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-  didactic module
- tbd: to be defined
- N/A: information not available

## **ACTUARIAL MATHEMATICS (module of Quantitative Methods For Insurance - F1601M065)**

LECTURER: PEDERZOLI CHIARA

### **CONTENTS**

- \* Modeling the duration of human life (life and death probabilities, mortality tables, mortality force, deterministic laws, stochastic mortality).
- \* Classical actuarial mathematics (actuarial present values, premium calculation, mathematical reserve, recursive formulas, risk premium and saving premium, decomposition of the profit).
- \* Premium principles (indifference premium, exponential premium, Esscher premium, axiomatic theory of premium principles, distorted risk measures).
- \* Options and insurance contracts (implicit options, participating policies, unit linked, index linked, mortality derivatives). Introduction to Solvency II.

### **PREREQUISITES**

N/A.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25342>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS** 5

**DEGREE in** Economics and Finance

**CONTACT:** chiara.pederzoli@unimib.it

**NOTE:** Only for Erasmus students



PROGRAM CODE: F7702M033

## ADVANCED ACCOUNTING

MODULES: Global Accounting (ref. F7702M116M)  
Management Accounting (ref. F7702M115M)

LECTURER: CALCIOLARI STEFANO, DONI FEDERICA

### CONTENTS

*Global Accounting*: The course is a practically oriented introduction to financial statement analysis with a global perspective on accounting standards.

*Management Accounting*: The Management Accounting Course provides competences to use information within the company. Management accounting can offer knowledge about three different pillars: planning, controlling and decision making.

### PREREQUISITES

See course modules.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25993>

**M**  
**YEAR:** 1  
**SEM:** 1  
**ECTS:** 12  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** stefano.calciolari@unimib.it  
federica.doni@unimib.it



PROGRAM CODE: F7601M052M

M

## **ADVANCED ENGLISH FOR TOURISM (module of English Language For Tourism - F7601M057)**

LECTURER: ANDERSON ROBIN

### **CONTENTS**

The course offers a thematic approach to the acquisition or reading, listening and speaking skills relevant to the sector of tourism and hospitality. Along with these sector-related skills both communication and linguistic skills are consolidated. The course will provide linguistic tools, useful for interacting in the context of international tourism.

The course aims to develop the receptive and productive capacities by practising the various reading strategies to deal with texts of a specialized nature in the tourism field. These themes will then be discussed in class. It aims to give the student a solid linguistic foundation focused on language of the sector.

### **PREREQUISITES**

Students should have already reached level B2 (Common European Framework of Reference for Languages).

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25861>

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### **M**

**YEAR:** 2  
**SEM:** 1+2  
**ECTS:** 6  
**DEGREE in** Economics for Tourism  
**CONTACT:** robin.anderson@unimib.it  
**NOTE:** Only for Erasmus students

PROGRAM CODE: F8204B038M

M

## ADVANCED MICROECONOMICS (module of Economic Models M - F8204B037)

LECTURER: MICHELANGELI ANNA ALESSANDRA

### CONTENTS

The course introduces the main elements of non-cooperative game theory in a setting of complete information (both static and dynamic games). The game theoretical tools are then used to discuss the main models of industrial economics (oligopoly, collusion and product differentiation).

### PREREQUISITES

Microeconomics M.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26056>

### **M**

**YEAR:** 2

**SEM:** 1

**ECTS:** 6

**DEGREE in** Statistics and Economics

**CONTACT:** [alessandra.michelangeli@unimib.it](mailto:alessandra.michelangeli@unimib.it)

**NOTE:** Only for Erasmus students



**M** **ADVANCED MICROECONOMICS (module of  
Microeconomics of Global Markets - F5602M003)**

LECTURER: CELLA MICHELA

## CONTENTS

The course is an introduction to advanced microeconomic analysis. Topics will be covered in a rigorous formalised way but with continuous reference to economic intuition and graphic tools.

Students will familiarise with instruments that are the building blocks of economic theory and that they will encounter in future courses.

- \* Choice and Demand
- \* Uncertainty and Strategy
- \* Production and Supply
- \* Competitive Markets
- \* Market Failures.

## PREREQUISITES

This course in microeconomics relies on graphical analysis, elementary algebra as well as basic calculus. Hence some mathematical prerequisite are needed, and multivariate constrained optimization.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25694>

**M**  
**YEAR:** 1  
**SEM:** 1  
**ECTS** 6  
**DEGREE in** International Economics  
**CONTACT:** [michela.cella@unimib.it](mailto:michela.cella@unimib.it)  
**NOTE:** Only for Erasmus students

PROGRAM CODE: F7702M117M

## **M** **ADVANCED STATISTICS (module of Quantitative Methods For Decision-Making - F7702M034)**

LECTURER: NIPOTI BERNARDO

### **CONTENTS**

The module aims at introducing the main concepts of statistical reasoning. When analysing a dataset, students will be able to formalise a statistical problem and to identify probabilistic tools and suitable statistical methods for the data. The focus of the module will be on the rationale underlying basic statistical methods so that students might develop an autonomous critical approach and be able to understand and apply statistical techniques, even if not covered by the syllabus of this module.

### **PREREQUISITES**

Basic calculus and descriptive statistics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26004>

**M**  
**YEAR:** 1  
**SEM:** 1  
**ECTS:** 5  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** bernardo.nipoti@unimib.it  
**NOTE:** Only for Erasmus students



PROGRAM CODE: F7601M051M

M

## ANGLO-SAXON CULTURES\* (module of English Language for Tourism - F7601M057)

LECTURER: KENNAN PATRICIA ANN

### CONTENTS

Lessons will cover subjects like identity, tradition, innovation, institutions, relations with Europe, the Commonwealth, the US and beyond. They offer a kaleidoscope of glimpses into Great Britain past and present – history, geography, society, beliefs and practices, identity, tradition and innovation, all pointing to a country that has chosen to go against the grain and opt out of the European Union.

### PREREQUISITES

Pass in English at first degree level or equivalent.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25860>

### **M**

**YEAR:** 2

**SEM:** 1+2

**ECTS:** 4

**DEGREE in** Economics for Tourism

**CONTACT:** patricia.kennan@unimib.it

**NOTE:** Only for Erasmus students

*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*

## **BASICS OF BUDGETING AND CONTROL\***

LECTURER: CIAO BIAGIO

### **CONTENTS**

The course aims to transfer the main tools to plan and control. In addition, it tries to develop the students' critical thinking oriented to formulate the targets successfully and to design techniques that allow to get the targets while they try to reduce the risks caused by the decision makers' behaviors. The course aims to develop knowledge which can help employees at different organizational levels and in different firm's functions. Actually, the employees can be involved in the planning and control processes for many reasons. They could be the recipients of the goals. They could be the ones which have to define the targets for all the company or for the lower levels of the organization and, later on, to verify the targets achievement. If they are hired by the Accounting Unit or the Finance Unit their task is even to support the managers in designing and using the planning and control systems. Whatever the organizational role, the understanding of the planning and control processes is, in fact, important to be successfully involved in some of the most important mechanisms which push forward the company's activity.

### **PREREQUISITES**

Business Economics and Basic Accounting .

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=24250>

### **B**

**YEAR:** 3  
**SEM:** 2  
**ECTS:** 4  
**DEGREE in** Economics and Business  
**CONTACT:** [biagio.ciao@unimib.it](mailto:biagio.ciao@unimib.it)



*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*

## BEHAVIORAL ECONOMICS FOR DECISION MAKING

LECTURER: VIALE RICCARDO

### CONTENTS

This course is intended to allow students to become familiar with the literature in behavioral economics and decision making. While this approach is based on the experimental data about human reasoning (provided by cognitive psychology and neurosciences), students will be driven to test experimentally properties and assumptions on human decisions. Major goals will be that of enabling students to gain understanding of the major aspects of behavioral decision-making under uncertainty, and applications to economics, politics and society. The Course aims also at introducing the students to the psychological aspects of decision making in organizational, social and political context. In particular some special features of decisions in public policy and international politics will be deepened.

### PREREQUISITES

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25716>

### **M**

**YEAR:** 2  
**SEM:** 1  
**ECTS:** 6  
**DEGREE in** Management and Services  
Design  
**CONTACT:** riccardo.viale@unimib.it



PROGRAM CODE: F7702M114M

## **M** BUSINESS ANALYTICS (module of Strategic Management - F7702M032)

LECTURER: D'AGOSTINO LORENZA MARIA, GNECCHI FLAVIO

### CONTENTS

This module will cover five main themes: an overview of market analysis, the innovation-performance link, M&A and inter-firm alliances, entrepreneurship, and internationalization strategy. For each of these themes, the module involves an introduction to the relevant issues, a focus on research questions and/or hypotheses that data could answer, an overview of data sources (type of data available or potentially available, collection and cleaning), and the analysis of data (visualizing data and descriptive statistics, multivariate analysis or other suitable methodologies, and interpretation of results).

### PREREQUISITES

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26008>

**M**  
**YEAR:** 1  
**SEM:** 2  
**ECTS:** 5  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** [lorena.dagostino@unimib.it](mailto:lorena.dagostino@unimib.it)  
**NOTE:** Only for Erasmus students



PROGRAM CODE: F5602M013M

## **M** **COMPETITION LAW (module of Foundations of International Economic Law - F5602M008)**

LECTURER: BENEDETTI AURETTA

### **CONTENTS**

The course aims to provide students with knowledge of the main organizational structures, legal mechanisms and operational tools that govern the relationship between markets and public institutions at european and international level. In the first module these contents are discussed with specific reference to the analysis of european competition law and regulation of services of general economic interest.

### **PREREQUISITES**

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25654>

### **M**

**YEAR:** 2

**SEM:** 1

**ECTS:** 5

**DEGREE in** International Economics

**CONTACT:** auretta.benedetti@unimib.it

**NOTE:** Only for Erasmus students

PROGRAM CODE: F5602M013M

M

## **COMPETITION LAW (module of The Law of Industrial and Economic Relations - F5602M009)**

LECTURER: BENEDETTI AURETTA

### **CONTENTS**

The course aims to provide students with knowledge of the main organizational structures, legal mechanisms and operational tools that govern the relationship between markets and public institutions at european and international level. In the first module these contents are discussed with specific reference to the analysis of european competition law and regulation of services of general economic interest.

### **PREREQUISITES**

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25676>

### **M**

**YEAR:** 2  
**SEM:** 1  
**ECTS:** 5  
**DEGREE in** International Economics  
**CONTACT:** auretta.benedetti@unimib.it  
**NOTE:** Only for Erasmus students



PROGRAM CODE: F8204B037M

M

## **COMPUTATIONAL FINANCE & FINANCIAL ECONOMETRICS (module of Statistical Risk Management M - F8204B036)**

LECTURER: PELAGATTI MATTEO MARIA

### **CONTENTS**

Working with financial data and assessing their empirical properties.

Uni- and multivariate GARCH models for portfolio management and derivative pricing.

Monte Carlo simulation for derivative pricing.

### **PREREQUISITES**

A working knowledge of R, descriptive, inferential and multivariate statistics and time series analysis.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26052>

### **M**

**YEAR:** 2

**SEM:** 1

**ECTS:** 6

**DEGREE in** Statistics and Economics

**CONTACT:** [matteo.pelagatti@unimib.it](mailto:matteo.pelagatti@unimib.it)

**NOTE:** Only for Erasmus students

PROGRAM CODE: F7601M059M

M

## **CONTROL SYSTEMS FOR TOURISM COMPANIES (module of Managing and Control For Tourism - F7601M061)**

LECTURER: tbd

### **CONTENTS**

N/A.

### **PREREQUISITES**

N/A.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25877>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 5

**DEGREE in** Economics for Tourism

**CONTACT:** tbd

**NOTE:** Only for Erasmus students



PROGRAM CODE: F7601M042M

M

## **CULTURAL HERITAGE LAW\* (module of Environment and Cultural Heritage Law - F7601M050)**

LECTURER: TONINI GIOVANNI, CANDIDO ALESSANDRO

### **CONTENTS**

A brief historical-institutional outline (from the Renaissance to the 1948 Constitution); The concept of cultural property; The concept of landscape; The foundation of both concepts in the Italian Constitution; Cultural property and activities in the legal system currently in force (above all in the Urbani Code); Traditional commercial activity and protection of the old/historical town centres; Cultural property and activities in the European Union Law.

### **PREREQUISITES**

The knowledge of the basic elements of the multilevel Public Law.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25888>

### **M**

**YEAR:** 1  
**SEM:** 2  
**ECTS:** 5  
**DEGREE in** Economics for Tourism  
**CONTACT:** alessandro.candido@unimib.it  
giovanni.tonini@unimib.it  
**NOTE:** **Only for Erasmus students**

*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*

PROGRAM CODE: F6302N030 (ref. F9101Q005M)

## DATABASES SYSTEM

LECTURER: STELLA FABIO ANTONIO

### CONTENTS

The course contents are the following;

- \* Data Exploration to inspect and summarize the available data and to design and develop a pre-processing workflow,
- \* Supervised Classification, to learn a mapping from input attributes to output or target attributes to be classified or predicted,
- \* Unsupervised Classification, to form homogeneous groups of observations and/or attributes using a given proximity measure,
- \* Association Rules, to automatically extract rules hidden in the data with specific reference to transaction data.

You will learn how to develop machine learning workflows using the KNIME open source software platform. You are not required to code any programs while if you want KNIME allows to use powerful and professional open source programming languages and commercial software environments; R, Weka, Matlab, Python, Java, ....

### PREREQUISITES

Basic knowledge on; informatics, probability calculus and statistics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25715>

**M**  
**YEAR:** 2  
**SEM:** 1+2  
**ECTS:** 6  
**DEGREE in** Management and Services  
Design  
**CONTACT:** fabio.stella@unimib.it



## **DATA - DRIVEN DECISION MAKING (module of Quantitative Methods for Decision-Making - F7702M034)**

LECTURER: ANGELONE RAFFAELE, GNECCHI FLAVIO

### **CONTENTS**

The course will present the statistical methods focussing on the conceptual and logical aspects that justify their application to different business decisions.

During the course it will be described the statistical analyses and the data used to:

- \* decide the entrance in a market/product category
- \* define the product/service portfolio offer and the relative target
- \* define commercial strategies and measure their in market performance
- \* optimize the marketing investment return.

### **PREREQUISITES**

Attendance to Advanced Statistics Course.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26005>

### **M**

**YEAR:** 1

**SEM:** 1

**ECTS:** 6

**DEGREE in** Marketing and Global Markets (Global Management)

**CONTACT:** flavio.gnecchi@unimib.it

**NOTE:** Only for Erasmus students



PROGRAM CODE: F5602M007

## DEVELOPMENT ECONOMICS

MODULES: Macroeconomics of Development (ref. F5602M012M)

Microeconomics of Development (ref. F5602M011M)

LECTURER: MARCHESI SILVIA

### CONTENTS

The course shall cover the fundamentals of development economics, both microeconomic and macroeconomic one.

In the first module, the main objectives are to analyze:

- 1) The role of Geography versus Institutions in economic Development;
- 2) The link between Foreign Aid and Development;
- 3) Sovereign Debt problems for developing countries.

In the second module, the objectives are to analyze:

- 1) The link between growth, development and inequality in developing countries;
- 2) The failures of the major markets (labor, credit and land);
- 3) The role of institutions and / or mechanisms, both formal and informal, put in place by households to deal with the market incompleteness.

### PREREQUISITES

Knowledge of the fundamental concepts of microeconomics and macroeconomics as well as basic tools of econometrics is required.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25649>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 10

**DEGREE in** International Economics

**CONTACT:** silvia.marchesi@unimib.it



PROGRAM CODE: F1601M059M

**M** **DYNAMIC ASSET PRICING (module of Financial Economics - F1601M054)**

LECTURER: COLGIAGO ANDREA

**CONTENTS**

N/A.

**PREREQUISITES**

N/A.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25364>

**M**

**YEAR:** 1

**SEM:** 2

**ECTS:** 6

**DEGREE in** Economics and Finance

**CONTACT:** andrea.colciago@unimib.it

**NOTE:** Only for Erasmus students

## EC COMPETITION AND MARKET LAW\*

LECTURER: CRESPI SERENA

### CONTENTS

The course, which will be mainly focused on the analysis of the Commission's common practice and ECJ's case law, including well-known cases involving undertakings such as Microsoft and Google, will offer a very practical overview of the functioning of the Internal Market and, in particular, of EU competition law, through the analysis of competition rules applicable to the private field (anti-competitive agreements, abuse of dominant position and mergers ex artt. 101-106 TFUE), as well as rules governing public intervention in the economy (State aid rules, liberalization policies ex art. 107 and 108 TFUE).

The course will take a very concrete and interactive approach with regard to the issues which will be dealt with from time to time and will always make reference to European Commission's common practice and Court of Justice of the European Union's case law. For this purpose, several meetings may be scheduled with lawyers, European Commission's high officials, economists or managers who generally apply such rules within their day-to-day activity, in order to provide students with their practical experience.

### PREREQUISITES

Knowledge of EU Law.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25719>

### **M**

**YEAR:** 2  
**SEM:** 2  
**ECTS:** 6  
**DEGREE in** Management and Services  
Design  
**CONTACT:** serena.crespi@unimib.it



*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*

PROGRAM CODE: F1601M050

## ECONOMETRICS

LECTURER: MORANA CLAUDIO

### CONTENTS

The objective of this course is to teach econometric techniques useful for the analysis of financial and macroeconomic data, using both a theoretical and applied approach, providing the students with the skills to estimate and interpret models at an intermediate level, while having a sound understanding of the underlying theoretical concepts. Applications will be carried out using the E-Views package.

### PREREQUISITES

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25361>

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### **M**

**YEAR:** 1  
**SEM:** 2  
**ECTS:** 8  
**DEGREE in** Economics and Finance  
**CONTACT:** claudio.morana@unimib.it

## ECONOMETRICS

LECTURER: BASTIANIN ANDREA

### CONTENTS

In this course, you will learn the basic models used by academics and practitioners to study the relationship between macroeconomic variables. The core of the course will focus on the analysis of cross-sectional data with the linear regression model. Additional topics include an introduction to models for panel data, as well as an overview of the econometrics of binary and count dependent variables. Applications will cover a variety of topics including finance, macroeconomics and management.

### PREREQUISITES

N/A.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25999>

### **M**

**YEAR:** 1  
**SEM:** 2  
**ECTS:** 6  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** andrea.bastianin@unimib.it



PROGRAM CODE: F5602M004M

M

## **ECONOMETRICS (module of Quantitative Methods - F5602M002)**

LECTURER: STANCA LUCA MATTEO

### **CONTENTS**

The course provides the basic skills to carry out empirical research in microeconomics and macroeconomics.

Students are introduced to the main issues arising in applied work for an economist.

### **PREREQUISITES**

Statistics, mathematics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25697>

### **M**

**YEAR:** 1

**SEM:** 1+2

**ECTS:** 8

**DEGREE in** International Economics

**CONTACT:** luca.stanca@unimib.it

**NOTE:** Only for Erasmus students

PROGRAM CODE: F8204B020

## ECONOMICS FOR DATA SCIENCE M

LECTURER: BINELLI CHIARA

### CONTENTS

This course introduces the emerging field that merges Economics and Data Science to answer policy relevant research questions. The main goal of the course is to discuss the most important machine learning and applied econometrics techniques to estimate a causal effect, and the advantages of using big data to answer relevant research questions in several applications.

We will discuss four main topics:

- \* Model's Validity and Causal Inference.
- \* Machine Learning and Causal Inference.
- \* Structural Models, Experiments and Machine Learning.
- \* Empirical Applications Using Big Data.

### PREREQUISITES

Principles of applied econometrics and statistical quantitative methods for data analysis.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26049>

**M**  
**YEAR:** 2  
**SEM:** 2  
**ECTS:** 6  
**DEGREE in** Statistics and Economics  
**CONTACT:** chiara.binelli@unimib.it



## **ECONOMICS OF EUROPEAN INTEGRATION (module of The Economics and History of European Integration - F5602M015)**

LECTURER: CASSOLA NUNO

### **CONTENTS**

The course discusses many aspects regarding the European integration process, and it is made up of four main parts:

- \* Microeconomics of the European Integration - Market Size and Scale Effects, Economic Integration, Labour Markets and Migration, Location Effects, Economic Geography and Regional Policy, EU Competition and State Aid Policy
- \* Macroeconomics of the European Integration - Optimum Currency Areas, Fiscal Policy and the Stability Pact, The European Monetary Union, The Euro Area Crisis
- \* Banking Union
- \* Climate Change and the Green New Deal

### **PREREQUISITES**

Economics of European Integration - Basic knowledge in micro and macroeconomics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25673>

### **M**

**YEAR:** 2

**SEM:** 1

**ECTS:** 4

**DEGREE in** International Economics

**CONTACT:** tbd

**NOTE:** Only for Erasmus students



## ENGLISH LANGUAGE\*

LECTURER: GATTI MARIA CRISTINA, MANGIALAVORI MARIA DOMENICA

### CONTENTS

The course will provide the linguistic tools which are useful to interact in a changing economic and international business world. It offers a thematic approach to the acquisition of reading strategies in a specialized field such as economics, developing students' capacity to understand the written word in order to allow users to deal with authentic materials on their own. Who reads, in fact, must learn to manage the particularly rich and varied vocabulary that goes to characterize the different specialist languages in the field of economics. Grammar skills are consolidated and developed as are the communication skills which are useful to interact in a business environment and international business. The themes explored in the readings are taken from articles from newspapers and magazines such as "The Financial Times", "Times", "The Economist", "The Guardian".

### PREREQUISITES

A required level A2/B1 to frequent the course. For students who have not yet reached that level, the English Department offers basic courses and then allow students to take the English 1 course, the following academic year.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=24309>

**B**  
**YEAR:** 1  
**SEM:** 1  
**ECTS:** 6  
**DEGREE in** Economics and Business  
**CONTACT:** maria.mangialavori@unimib.it



*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*

PROGRAM CODE: E1801M051

## ENGLISH LANGUAGE\*

LECTURER: HUGHES DAPHNE, MANGIALAVORI MARIA DOMENICA

### CONTENTS

The course will provide the linguistic tools which are useful to interact in a changing economic and international business world. It offers a thematic approach to the acquisition of reading strategies in a specialized field such as economics, developing students' capacity to understand the written word in order to allow users to deal with authentic materials on their own. Who reads, in fact, must learn to manage the particularly rich and varied vocabulary that goes to characterize the different specialist languages in the field of economics. Grammar skills are consolidated and developed as are the communication skills which are useful to interact in a business environment and international business. The themes explored in the readings are taken from articles from newspapers and magazines such as "The Financial Times", "Times", "The Economist", "The Guardian".

### PREREQUISITES

A required level A2/B1 to frequent the course. For students who have not yet reached that level, the English Department offers basic courses and then allow students to take the English 1 course, the following academic year .

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=23572>

#### **B**

**YEAR:** 3  
**SEM:** 2  
**ECTS:** 6  
**DEGREE in** Marketing, Communication and  
Global Markets  
**CONTACT:** daphne.hughes@unimib.it  
maria.mangialavori@unimib.it

*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*

PROGRAM CODE: F7601M057

## ENGLISH LANGUAGE FOR TOURISM\*

MODULES: Advanced English For Tourism (ref. F7601M052M)  
Anglo-Saxon Culture (ref. F7601M051M)

LECTURER: ANDERSON ROBIN

### CONTENTS

The course offers a thematic approach to the acquisition of reading, listening and speaking skills relevant to the sector of tourism and hospitality. Along with these sector-related skills both communication and linguistic skills are consolidated. The course will provide linguistic tools, useful for interacting in the context of international tourism.

### PREREQUISITES

Students should have already reached level B2 (Common European Framework of Reference for Languages).

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25859>

### **M**

**YEAR:** 2  
**SEM:** 1+2  
**ECTS:** 10  
**DEGREE in** Economics for Tourism  
**CONTACT:** robin.anderson@unimib.it



*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*

PROGRAM CODE: F7601M048M

M

## **ENVIRONMENTAL ECONOMICS (module of Economic - Territorial Planning and Policy of Tourism - F7601M052)**

LECTURER: GHIDONI RICCARDO, TONINI GIOVANNI

### **CONTENTS**

The aim is to develop an understanding of the following factors affecting the tourism sector: (1) environment; (2) economic planning; (3) public policies.

### **PREREQUISITES**

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25903>

### **M**

**YEAR:** 1  
**SEM:** 1+2  
**ECTS:** 6  
**DEGREE in** Economics for Tourism  
**CONTACT:** giovanni.tonini@unimib.it  
**NOTE:** Only for Erasmus students

PROGRAM CODE: F7702M031

## EU BUSINESS LAW

LECTURER: tbd

### CONTENTS

N/A.

### PREREQUISITES

N/A.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26000>

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### **M**

**YEAR:** 1  
**SEM:** 2  
**ECTS:** 6  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** tbd



PROGRAM CODE: F5602M005

## FINANCIAL MARKETS

LECTURER: ROSSOLINI MONICA

### CONTENTS

The course provides a framework of the functioning rules of the securities exchanges and the financial instruments. It examines the stock exchange organizational structures and their functioning in respect of both the trading in secondary market and the activity of primary market. The technicality and evaluation of traditional and innovative financial instruments and market operations are studied with specific insights and analysis of business cases.

### PREREQUISITES

Knowledge of basic concepts of financial mathematics and of the meaning of the major items of firm balance sheet.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25682>

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### **M**

**YEAR:** 1

**SEM:** 2

**ECTS:** 7

**DEGREE in** International Economics

**CONTACT:** monica.rossolini@unimib.it

## **FIRMS AND MARKETS IN GLOBAL ECONOMIES (module of Microeconomics of Global Markets - F5602M003)**

LECTURER: NATALE PIERGIOVANNA

### **CONTENTS**

The course aims to provide students with the appropriate tools for analysing firms' behavior in global markets:

- \* Comparative Advantages and Specialization;
- \* Economies of Scale and Monopolistic Competition in Global Markets;
- \* Heterogeneous firms, production, and trade;
- \* Outsourcing e offshoring;
- \* Commercial policies under contract incompleteness;
- \* Capital markets' imperfections and the internationalization choice.

### **PREREQUISITES**

Introductory microeconomics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25695>

**M**  
**YEAR:** 1  
**SEM:** 1  
**ECTS:** 6  
**DEGREE in** International Economics  
**CONTACT:** piergiiovanna.natale@unimib.it  
**NOTE:** Only for Erasmus students



## FIRST FOREIGN LANGUAGES - ENGLISH\*

LECTURER: HUGHES DAPHNE

### CONTENTS

The course will provide the linguistic tools which are useful to interact in a changing economic and international business world. Students will learn to:

- \* Know the structures of the language and to be able to deal with situations of communication in the commercial field and possess the necessary vocabulary to express themselves in administrative, social, business and trade situations.
- \* Write and read business communications with ease.
- \* Deepen their language skills at intermediate-advanced level, until they become autonomous and effective in the use of business language.
- \* Learn vocabulary critical to business through the use of the textbook. Speaking about trade; duties and responsibilities. Description of premises: structure and operations.
- \* The course aims to develop the written language by practicing various reading strategies for coping with texts by subject specialists in the economic sphere. It aims to make the student acquire a solid foundation focused on linguistic jargons, relevant to the disciplines studied in the graduate programme of Economics.

### PREREQUISITES

T1: No previous level of English is required.

T2: A required level A2/B1 to frequent the course. For students who have not yet reached that level, the English Department offers basic courses and then allow students to take the English 1 course, the following academic year .

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=23707>

#### **B**

**YEAR:** 1  
**SEM:** 1  
**ECTS:** 6  
**DEGREE in** Economics and Business  
Administration  
**CONTACT:** giulia.caldarone@unimib.it  
daphne.hughes@unimib.it

*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*



PROGRAM CODE: F5602M008

## FOUNDATIONS OF INTERNATIONAL ECONOMIC LAW

MODULES: Competition Law (ref. F5602M013M)  
International Trade Law (ref. F5602M014M)

LECTURER: BENEDETTI AURETTA

### CONTENTS

The course aims to provide students with knowledge of the main organizational structures, legal mechanisms and operational tools that govern the relationship between markets and public institutions at european and international level.

In the first module these contents are discussed with specific reference to the analysis of european competition law and regulation of services of general economic interest.

In the second module the focus is extended to the regulations that govern international markets. This involves the analysis of legal sources at different levels (international instruments, national, private and EU) and their integration mechanisms, as well as issues relating to the regulation of multinational companies.

### PREREQUISITES

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25653>

### **M**

**YEAR:** 2  
**SEM:** 1  
**ECTS:** 10  
**DEGREE in** International Economics  
**CONTACT:** auretta.benedetti@unimib.it



PROGRAM CODE: F1601M042

## FURTHER LANGUAGE SKILLS FOR FINANCE - ENGLISH\*

LECTURER: KENNAN PATRICIA ANN

### CONTENTS

The course is constructed on a series of articles taken from major British newspapers, specialized journals and websites, pinpointing key features of China's shift from the command economy introduced by Mao the-Tung to hybrid form of capitalism that is making it into a world leader. Mention is also made of the particular situations of Hong Kong and Taiwan.

### PREREQUISITES

Pass in English Language at first degree level or equivalent.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25352>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 3

**DEGREE in** Economics and Finance

**CONTACT:** patricia.kennan@unimib.it

*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*

## GAMES AND STRATEGIC BEHAVIOUR

LECTURER: GILLI MARIO ROBERTO

### CONTENTS

This course is an introduction to topics in APPLIED game theory. Its objective is to equip the students with tools essential to study economics of information and of strategic behaviour and for setting up and solving a wide range of economic problems, both micro and macro.

- \* Rational behavior both under certainty and under uncertainty;
- \* Game representations: extensive form, strategic form and Bayesian games;
- \* Nash equilibria and refinements in extensive form, with applications;
- \* Nash equilibria and refinements in strategic form, with applications;
- \* Bargaining models and applications.

### PREREQUISITES

Basic economics and mathematics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25656>

**M**  
**YEAR:** 2  
**SEM:** 1  
**ECTS:** 8  
**DEGREE in** International Economics  
**CONTACT:** mario.gilli@unimib.it



## **GLOBAL ACCOUNTING (module of Advanced Accounting - F7702M033)**

LECTURER: CALCIOLARI STEFANO

### **CONTENTS**

The course is a practically oriented introduction to financial statement analysis with a global perspective on accounting standards.

- \* Financial reporting scope and mechanics;
- \* Financial reporting standards in a global perspective;
- \* Understanding financial statements;
- \* Financial statement analysis;
- \* Financial reporting quality.

### **PREREQUISITES**

N/A.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25994>

### **M**

**YEAR:** 1  
**SEM:** 1  
**ECTS:** 6  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** stefano.calciolari@unimib.it  
**NOTE:** Only for Erasmus students

PROGRAM CODE: F5602M004

## GLOBAL MACROECONOMICS

**MODULES:** Business Cycles in The Global Economy. Facts and Theory  
(ref. F5602M008M)  
Growth Theory and Empirics: An International Perspective  
(ref. F5602M007M)

**LECTURER:** FASANI STEFANO, TIRELLI PATRIZIO

### CONTENTS

The course presents key developments in advanced macroeconomic theory. The student will be able to interpret the "stylized facts" concerning growth and the business cycle, using advanced tools of modern macroeconomic theory.

The course will deal with a number of topics concerning the interdependence between macroeconomics and finance, the role of globalization and the causes of the financial crisis, the future of the European Monetary Union.

### PREREQUISITES

Standard under graduate courses in maths, statistics, micro and macro.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25684>

### **M**

**YEAR:** 1  
**SEM:** 2  
**ECTS:** 12  
**DEGREE in** International Economics  
**CONTACT:** stefano.fasani@unimib.it  
patrizio.tirelli@unimib.it



PROGRAM CODE: F5602M020

## GLOBAL MANAGEMENT DECISIONS

LECTURER: tbd

### CONTENTS

This course will give primary attention to various strategic considerations affecting incumbent firms' decision to expand in the foreign markets. It is structured to provide deep understanding of fundamental and advanced issues in global management decisions, and offers a synthetic framework, where groups of students analyze business situations from the point of view of the managers in a company of their choice. Among the topics covered are:

- \* Dynamic strategy in a global market
- \* Related/unrelated diversification strategy
- \* Vertical integration and firm boundaries
- \* International expansion
- \* Alliances, Mergers and Acquisitions.

### PREREQUISITES

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25657>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 6

**DEGREE in** International Economics

**CONTACT:** tbd

## **HISTORY OF EUROPEAN INTEGRATION (module of The Economics and History of European Integration - F5602M015)**

LECTURER: TEDESCHI PAOLO

### **CONTENTS**

The aim of the course is to show the steps of the creation of the existing European economic situation.

After a brief summary of the previously models of European integration existing from the half of the 19th century to the second world war, the course explains the reasons and the modalities of the foundation of the first European institutions and policies (ECSC, EEC, Euratom, CAP, EIB) and the economical and financial context where they operated (gold exchange standard and golden age). Then it illustrates the changes of the 1970s (the end of the gold exchange standard, the shock oil and the creation of the EMS) and the increase in number of EEC' countries until the Unique Act and the Treaty of Maastricht. Finally it shows the steps of the creation of the EMU and the positive and negative aspects of the new EU at the beginning of the new millennium: in particular face to the perspective of the further enlargement to the Eastern Europe and in a context of strong globalization of world markets where there exist new great competitors as the BRICS.

### **PREREQUISITES**

Having passed the course of Economic History (or similar) during the three-year degree.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25674>

**M**  
**YEAR:** 2  
**SEM:** 1  
**ECTS:** 4  
**DEGREE in** International Economics  
**CONTACT:** paolo.tedeschi@unimib.it  
**NOTE:** Only for Erasmus students



## HISTORY OF GLOBALIZATION

LECTURER: MELLINATO GIULIO

### CONTENTS

To offer an exhaustive historical and critical introduction to the subject, in order to have students to significantly reflect upon the issues and the paths our world is evolving along, from the economic point of view. Students will be able to produce some original evaluations and autonomous judgment on the process of globalization.

Students are expected to reach a personal understanding of the complex and long-term evolution of the globalization process. This understanding is expected to include an awareness of the varied dynamics, actors and forces that have played a role inside that evolution, as well as the different views developed in order to explain the globalization process.

The intermediate and final test will consider the capacity to critically re-analyze the materials presented during the lectures or learned from the course bibliography, to utilize the proper intellectual tools within that analysis, and to effectively communicate some personal conclusions.

### PREREQUISITES

Standard undergraduate-level knowledge in contemporary and economic history.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25687>

### **M**

**YEAR:** 1  
**SEM:** 2  
**ECTS:** 6  
**DEGREE in** International Economics  
**CONTACT:** giulio.mellinato@unimib.it



PROGRAM CODE: F5602M016M

M

## **INDUSTRIAL RELATIONS AND TRADE UNION LAW (module of The Law of Industrial and Economic Relations - F5602M009)**

LECTURER: VARVA SIMONE

### **CONTENTS**

The course aims to give knowledge to students about basic European institutions that regulate undertakings, in a dual perspective: the legal framework of their position in the market and the regulation of labour relations. The second module focuses on European labour law regulation, analyzed mainly through the relationship between fundamental economic freedoms and workers' rights.

### **PREREQUISITES**

Institutional knowledge of political-economic disciplines and of legal principles.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25677>

### **M**

**YEAR:** 2  
**SEM:** 1  
**ECTS:** 5  
**DEGREE in** International Economics  
**CONTACT:** [simone.varva@unimib.it](mailto:simone.varva@unimib.it)  
**NOTE:** Only for Erasmus students



## **INFERENTIAL STATISTICS (module of Quantitative Methods-F5602M002)**

LECTURER: BORRONI CLAUDIO GIOVANNI, NIPOTI BERNARDO

### **CONTENTS**

The module aims at providing adequate knowledge of the main inferential techniques for sampling data, aiming at the estimation of unknown parameters and at testing hypotheses.

Students will be able to identify the suitable techniques for the type of data and for the inferential problem addressed. Students will develop a critical approach to the interpretation of findings produced by others, with specific attention to the underlying assumptions and their validity. Students will be able to select the correct way of presenting data analyses to non-technical audiences, both when the results are own and when they were produced by third parties.

Finally, students will be autonomous in understanding further statistical techniques, not covered by the course, to be applied in study or work.

### **PREREQUISITES**

Basic statistics. Descriptive statistics. Probability. Probability distributions.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25698>

### **M**

**YEAR:** 1

**SEM:** 1+2

**ECTS** 5

**DEGREE in** International Economics

**CONTACT:** [bernardo.nipoti@unimib.it](mailto:bernardo.nipoti@unimib.it)

[claudio.borroni@unimib.it](mailto:claudio.borroni@unimib.it)

**NOTE:** Only for Erasmus students

PROGRAM CODE: F1601M060

## INTERNATIONAL FINANCIAL MARKETS

LECTURER: MARCHESI SILVIA

### CONTENTS

This course will cover selected topics in international finance. These topics comprise:

- 1) Financial globalization and its effects
- 2) Sovereign Debt
- 3) The role and the effectiveness of the IMF in managing globalization.

### PREREQUISITES

Knowledge of the fundamental concepts of microeconomics and macroeconomics as well as basic tools of econometrics is required.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25338>

**M**  
**YEAR:** 2  
**SEM:** 2  
**ECTS:** 8  
**DEGREE in** Economics and Finance  
**CONTACT:** [silvia.marchesi@unimib.it](mailto:silvia.marchesi@unimib.it)



PROGRAM CODE: F7701M114

## INTERNATIONAL TAX LAW

LECTURER: GRILLI STEFANO

### CONTENTS

The course objective is to provide knowledge of tax treaty law. This includes the relation between strictly national law and tax treaties, as well as the application and interpretation of tax treaties. Emphasis is put on the interpretation of tax treaties modelled after the OECD Model Tax Convention. Methods for transfer pricing within corporate groups will also be covered, primarily regarding the OECD Transfer Pricing Guidelines.

### PREREQUISITES

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25920>

### **M**

**YEAR:** 2  
**SEM:** 1  
**ECTS:** 8  
**DEGREE in** General Business Economics  
**CONTACT:** tbd

## INTERNATIONAL TRADE LAW (module of Foundations of International Economic Law - F5602M008)

LECTURER: GULOTTA CARLA MARIA

### CONTENTS

Study will focus on the multilateral system administered by the World Trade Organization. Its evolution - from a tariff agreement in the aftermath of the Second World War, to an intergovernmental organization uniting, after China and Russia joined in, 164 countries representing almost the whole volume of International trade - will be exposed, together with its basic principles and rules. Particular attention will be placed in dealing with the relationship between the liberalization of trade and services' flows and the policy space maintained by WTO's Member States to pursue non trade values such as human rights, social rights, the environment, public health and development. The rationale and effectiveness of the rules shall be discussed in the light of the case law of the dispute settlement bodies of the Organization and of the status of WTO Agreements in EU law. A discussion on the impact of the 2007-2008 financial crisis on trade and on the capacity of the WTO system to restrain the raise of protectionism will introduce a final reflection on the future of the Organization, which appears challenged by the ever more frequent turn of its Members towards the conclusion of regional and preferential agreements. A closer look into the TTIP negotiation will allow to give an insight into the recent trends in International investment law.

### PREREQUISITES

N/A.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25655>

**M**  
**YEAR:** 2  
**SEM:** 1  
**ECTS:** 5  
**DEGREE in** International Economics  
**CONTACT:** carla.gulotta@unimib.it  
**NOTE:** Only for Erasmus students



PROGRAM CODE: F5602M022

## LABOUR ECONOMICS

MODULES: Topics in Human Capital (ref. F5602M030M)  
Topics in Labour Markets (ref. F5602M029M)

LECTURER: BINELLI CHIARA, NATALE PIERGIOVANNA

### CONTENTS

The course provides students with an in-depth methodology to analyze the functioning of the labour market, and thus offers useful tools to understand economic problems in global contexts.

The course introduces the students to the main results of the relevant literature, and promotes students' involvement through class presentations of the most relevant topics.

### PREREQUISITES

Basic knowledge of statistics and econometrics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25662>

### **M**

**YEAR:** 2

**SEM:** 1

**ECTS:** 8

**DEGREE in** International Economics

**CONTACT:** chiara.binelli@unimib.it  
piergiovanna.natale@unimib.it

PROGRAM CODE: F7601M057M

M

## LAW FOR TOURISM (module of Advanced Tourism Law - F7601M060)

LECTURER: CORRADO ALESSANDRA

### CONTENTS

The course intends to analyze private law aspects of tourism law and the relationships between consumers\tourists and the touristic operators.

Through the analysis of the most significant National and European decisions, the aim of the module shall be the study of the sources of tourism law; of the entities and operators involved in the touristic activities; of the touristic contracts; entities which offer accommodation services; mooring and pleasure yachting contracts; air carriage; contractual liability and dispute resolution methods.

### PREREQUISITES

Knowledge of the concepts of contract and liability .

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25854>

**M**  
**YEAR:** 2  
**SEM:** 1  
**ECTS:** 6  
**DEGREE in** Economics for Tourism  
**CONTACT:** alessandra.corrado@unimib.it  
**NOTE:** Only for Erasmus students



PROGRAM CODE: F5602M012M

M

## **MACROECONOMICS OF DEVELOPMENT (module of Development Economics - F5602M007)**

LECTURER: MARCHESI SILVIA

### **CONTENTS**

N/A.

### **PREREQUISITES**

N/A.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25650>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 5

**DEGREE in** International Economics

**CONTACT:** [silvia.marchesi@unimib.it](mailto:silvia.marchesi@unimib.it)

**NOTE:** Only for Erasmus students



## **MANAGEMENT ACCOUNTING (module of ADVANCED ACCOUNTING - F7702M033)**

LECTURER: DONI FEDERICA

### **CONTENTS**

The Management Accounting Course provides competences to use information within the company. Management accounting can offer knowledge about three different pillars: planning, controlling and decision making. This course offers the possibility to acquire competences about managerial accounting and cost concepts, practical tools to calculate unit product costs through the Job-Order Costing. During the course, students can understand some practical issues about the Activity-Based Costing and the process costing. A consistent part of the course focuses on the Cost-Volume-Profit relationships and on Break Even and Target profit analysis. The last part of the course explains some issues on Master Budgeting and differential analysis. A part of the course will be focused to organize working groups on the performance measurement models, particularly on BSC. Each working group will include 3-5 students that will analyze a case study and prepare a presentation to discuss in the classroom.

### **PREREQUISITES**

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25995>

**M**  
**YEAR:** 1  
**SEM:** 1  
**ECTS:** 6  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** federica.doni@unimib.it  
**NOTE:** Only for Erasmus students



PROGRAM CODE: F7601M061

## MANAGING AND CONTROL FOR TOURISM\*

MODULES: Control Systems For Tourism Companies (ref. F7601M059M)  
Managing Tourism Companies (ref. F7601M058M)

LECTURER: BARBOZA RODRIGUEZ GUSTAVO ADOLFO

### CONTENTS

*Control Systems For Tourism Companies: N/A.*

*Managing Tourism Companies: N/A.*

### PREREQUISITES

See course modules.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25876>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 10

**DEGREE in** Economics for Tourism

**CONTACT:** [gustavo.barboza@unimib.it](mailto:gustavo.barboza@unimib.it)

\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.

PROGRAM CODE: F7601M058M

M

## MANAGING TOURISM COMPANIES (module of Managing and Control For Tourism - F7601M061)

LECTURER: ALESSANDRO CAPOCCHI, BARBOZA RODRIGUEZ GUSTAVO ADOLFO

### CONTENTS

N/A.

### PREREQUISITES

N/A.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25878>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 5

**DEGREE in** Economics for Tourism

**CONTACT:** [alessandro.capocchi@unimib.it](mailto:alessandro.capocchi@unimib.it)

[gustavo.barboza@unimib.it](mailto:gustavo.barboza@unimib.it)

**NOTE:** Only for Erasmus students



PROGRAM CODE: F5602M001

## MATHEMATICAL METHODS AND PROGRAMMIG

MODULES: Mathematics (ref. F5602M001M)  
Vba Programming (ref. F5602M002M)

LECTURER: NAIMZADA AHMAD KABIR

### CONTENTS

*Mathematics:* The course is intended for students who wish to learn mathematical techniques suitable for economic analysis. The course aims to show students how to do and apply the mathematics they require for a successful study of economics. Economic applications and models are considered.

*VBA Programming:* To acquire the skills for programming on the scientific software MATLAB, with a focus on Mathematical applications for Economics.

### PREREQUISITES

See course modules.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25689>

### **M**

**YEAR:** 1  
**SEM:** 1  
**ECTS:** 10  
**DEGREE in** International Economics  
**CONTACT:** ahmad.naimzada@unimib.it

PROGRAM CODE: F5602M001M

M

## **MATHEMATICS (module of Mathematical Methods and Programming - F5602M001)**

LECTURER: NAIMZADA AHMAD KABIR

### **CONTENTS**

The course is intended for students who wish to learn mathematical techniques suitable for economic analysis. The course aims to show students how to do and apply the mathematics they require for a successful study of economics. Economic applications and models are considered.

### **PREREQUISITES**

Basic math.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25690>

### **M**

**YEAR:** 1  
**SEM:** 1  
**ECTS:** 7  
**DEGREE in** International Economics  
**CONTACT:** ahmad.naimzada@unimib.it  
**NOTE:** Only for Erasmus students



## **MICROECONOMICS OF DEVELOPMENT (module of Development Economics - F5602M007)**

LECTURER: MENDOLA MARIAPIA

### **CONTENTS**

The course shall cover the fundamentals of development economics, both microeconomic and macroeconomic ones.

In the first module, the main objectives are to analyze: (1) The role of Geography versus Institutions in economic Development, (2) The link between Foreign Aid and Development, (3) Sovereign Debt problems for developing countries.

In the second module, the objectives are to analyze (1) the link between growth, development and inequality in developing countries, (2) the failures of the major markets (labor, credit and land); (3) the role of institutions and / or mechanisms, both formal and informal, put in place by households to deal with the market incompleteness.

### **PREREQUISITES**

Knowledge of the fundamental concepts of microeconomics and macroeconomics as well as basic tools of econometrics is required.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25651>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 5

**DEGREE in** International Economics

**CONTACT:** mariapia.mendola@unimib.it

**NOTE:** Only for Erasmus students

PROGRAM CODE: F5602M003

## MICROECONOMICS OF GLOBAL MARKETS

**MODULES:** Advanced Microeconomics (ref. F5602M005M)  
Firms and Markets in Global Economies (ref. F5602M006M)

**LECTURER:** NATALE PIERGIOVANNA

### CONTENTS

The course aims to provide students with the appropriate tools for analysing individuals' and firms' behavior in global markets.

### PREREQUISITES

See course modules.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25693>

### **M**

**YEAR:** 1  
**SEM:** 1  
**ECTS:** 12  
**DEGREE in** International Economics  
**CONTACT:** piergiiovanna.natale@unimib.it



PROGRAM CODE: F1601M055M

M

## **PORTFOLIO THEORY (module of Quantitative Finance - F1601M051)**

LECTURER: PEDERZOLI CHIARA

### **CONTENTS**

Functions of several variables: domain, level set, partial and directional derivatives, convexity. Eigenvalues and eigenvectors. Quadratic forms. Linear programming. Non linear optimization: unconstrained and constrained via equalities or inequalities. Utility theory. Portfolio selection: efficient frontier with and without a riskless asset.

### **PREREQUISITES**

Foundations of differential calculus and of matrix algebra.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25371>

### **M**

**YEAR:** 1  
**SEM:** 1  
**ECTS:** 6  
**DEGREE in** International Economics  
**CONTACT:** chiara.pederzoli@unimib.it  
**NOTE:** Only for Erasmus students



## PRINCIPLES OF CORPORATE FINANCE

LECTURER: CERASI VITTORIA

### CONTENTS

The course will explore the variety of financial contracts with which corporations are financed. Any financial contract can be defined in terms of the remuneration promised to investors and control rights. For instance banks are more active type of investors compared to bond-holders, since they collect information and tend to be tougher in case of firm distress. Venture capitalists tend to retain more control rights compared to bond-holders and hence are more similar to equity-holders. Corporate governance is intimately related to the choice of the financial structure of corporations. All topics will be analyzed both from the theoretical point of view and referring to the empirical evidence, whenever possible, around the world .

### PREREQUISITES

It is advisable that students have some knowledge of Microeconomics, Financial Markets and Econometrics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25667>

**M**  
**YEAR:** 2  
**SEM:** 2  
**ECTS** 7  
**DEGREE in** International Economics  
**CONTACT:** vittoria.cerasi@unimib.it



PROGRAM CODE: F5602M002

## QUANTITATIVE METHODS

**MODULES:** Econometrics (ref. F5602M004M)  
Inferential Statistics (ref. F5602M003M)

**LECTURER:** STANCA LUCA

### CONTENTS

The course provides the basic elements of inferential statistics and econometrics for the development and the estimation of models to analyze complex phenomena in economics. Further details are provided in the dedicated sections of each module.

### PREREQUISITES

Basic statistics. Descriptive statistics. Probability. Probability distributions.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25696>

### **M**

**YEAR:** 1  
**SEM:** 1+2  
**ECTS:** 13  
**DEGREE in** International Economics  
**CONTACT:** luca.stanca@unimib.it

PROGRAM CODE: F7702M034

## QUANTITATIVE METHODS FOR DECISION - MAKING

MODULES: Advanced Statistics (ref. F7702M117M )  
Data - Driven Decision Making (ref. F7702M118M )

LECTURER: ANGELONE RAFFAELE

### CONTENTS

*Advanced Statistics:* The module aims at introducing the main concepts of statistical reasoning. When analysing a dataset, students will be able to formalise a statistical problem and to identify probabilistic tools and suitable statistical methods for the data. The focus of the module will be on the rationale underlying basic statistical methods so that students might develop an autonomous critical approach and be able to understand and apply statistical techniques, even if not covered by the syllabus of this module.

*Data - Driven Decision Making:* The course will present the statistical methods focussing on the conceptual and logical aspects that justify their application to different business decisions.

### PREREQUISITES

See course modules.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26003>

**M**  
**YEAR:** 1  
**SEM:** 1  
**ECTS:** 11  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** raffaele.angelone@unimib.it



## RISK MANAGEMENT

LECTURER: CAPOCCHI ALESSANDRO

### CONTENTS

In this course we aim to provide an overview of the different type of risk and a process-oriented description of risk management. Risk identification and an overview of the different types of risk will round off fundamentals of risk management.

More specifically the course will be focused on the following main topics:

- \* the definition and reasons for risk management
- \* risk identification and risk types
- \* risk measurement and risk analysis
- \* risk assessment
- \* stress test
- \* Risk control
- \* practice and Case Studies.

### PREREQUISITES

The course does not require particular prerequisites except for the acquisition by the students of the basic skills that will be made available by the Professor before the course starts.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25922>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS** 8

**DEGREE in** General Business Economics

**CONTACT:** alessandro.capocchi@unimib.it

PROGRAM CODE: F7601M007

## STATISTICAL METHODS FOR TOURISM II\*

MODULES: Statistical Methods for Tourism Services Evaluation  
(ref. F7601M036M)  
Statistical Methods for Tourism Services Evaluation  
(ref. F7601M017M)

LECTURER: ZENGA MARIANGELA

### CONTENTS

The courses will give to the students the advanced statistical knowledge necessary to independently perform quantitative analysis and interpretation of the results concerning the tourism phenomena. Students will have the tools to develop and learn the concepts and quantitative methods proposed during the course.

### PREREQUISITES

Knowledge of Descriptive Statistics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25872>

### **M**

**YEAR:** 2  
**SEM:** 2  
**ECTS:** 8  
**DEGREE in** Economics for Tourism  
**CONTACT:** mariangela.zenga@unimib.it



*\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.*

# STATISTICAL METHODS FOR TOURISM SERVICES EVALUATION\*

## (module of Statistical Methods for Tourism II - F7601M007)

LECTURER: ZENGA MARIANGELA

### CONTENTS

For the course of *Statistical methods for the evaluation of tourism services* the main methods for assessing the quality of services and related quantities (satisfaction, loyalty) will be introduced. The course will outline the models for the measurement of expected and perceived quality and, therefore, will focus on the methods to deal with the latent variables. The methodological part will be followed by the discussion and the resolution of case studies through the use of SPSS software.

- 1) Introduction to the course.
- 2) Item analysis
- 3) Servqual and possible extensions.
- 4) Methods of data reduction.
- 5) Logistic regression model.

### PREREQUISITES

Knowledge of Descriptive Statistics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25873>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 4

**DEGREE in** Economics for Tourism

**CONTACT:** mariangela.zenga@unimib.it

**NOTE:** Only for Erasmus students

\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.

# STATISTICAL METHODS FOR TOURISM SERVICES EVALUATION\*

(module of Statistical Methods for Tourism II - F7601M007)

LECTURER: ZENGA MARIANGELA

## CONTENTS

During the course of the *Territorial and social statistics* will be presented the methods of multivariate statistical analysis with special focus on those most commonly used for the analysis, where for the environment is understood as a territory and as the one constituted by the conditions of life and work, from income level, educational level and the community to which an individual belongs. The course will illustrate the use of the SPSS software for the solution of real problems.

- 1) Introduction to the course
- 2) Association between categorical variables
- 3) Linear Regression and Correlation
- 4) Multiple Regression and Correlation.

## PREREQUISITES

Univariate descriptive statistics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25874>

**M**  
**YEAR:** 2  
**SEM:** 2  
**ECTS:** 4  
**DEGREE in** Economics for Tourism  
**CONTACT:** mariangela.zenga@unimib.it  
**NOTE:** Only for Erasmus students



\*IF THE TITLE APPEARS IN ITALIAN, PLEASE CHECK THE ENGLISH VERSION.

PROGRAM CODE: F7702M113M

M

## **STRATEGIC ANALYSIS (module of Strategic Management - F7702M032)**

LECTURER: TORRISI SALVATORE

### **CONTENTS**

At the end of this module students will acquire the core concepts and analytical tools needed to elaborate and execute firm strategies in global markets.

This module is organized in two parts. The first part offers an overview of firm market strategies, by providing students with advanced analytical tools needed to understand competitive strategies and corporate strategies in global markets. In the second part of the module students will be involved in the analysis and discussion of special topics at the core of the modern firm strategy.

### **PREREQUISITES**

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26009>

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### **M**

**YEAR:** 1

**SEM:** 2

**ECTS:** 9

**DEGREE in** Marketing and Global Markets (Global Management)

**CONTACT:** salvatore.torrisci@unimib.it

**NOTE:** Only for Erasmus students



PROGRAM CODE: F7702M032

## STRATEGIC MANAGEMENT

MODULES: Business Analytics (ref. F7702M114M)  
Strategic Analysis (ref. F7702M113M)

LECTURER: TORRISI SALVATORE

### CONTENTS

*Business Analytics:* The main objective of this module will be to learn how to apply quantitative methods to analyse data and support a data-driven decision making.

*Strategic Analysis:* At the end of this module students will acquire the core concepts and analytical tools needed to elaborate and execute firm strategies in global markets.

### PREREQUISITES

See course modules.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26007>

**M**  
**YEAR:** 1  
**SEM:** 2  
**ECTS:** 14  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** salvatore.torrisi@unimib.it



PROGRAM CODE: F5602M021

## THE CORPORATE STRATEGIC ANALYSIS IN A COMPETITIVE ENVIRONMENT

LECTURER: BARBARO FRANCESCO

### CONTENTS

The course takes up the basic concepts of strategic analysis according to the Grant model; it points out the practical implementation and assesses the outcomes through the analysis of case studies. The main issues are as follows:

- \* Definition and development of the concept of corporate strategy
- \* Strategic analysis and implementation tools
- \* Analysis of the competitive advantage
- \* Assessment of the outcomes of a strategic approach

### PREREQUISITES

It is important that students have a basic knowledge of the balance sheet analysis.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25671>

### **M**

**YEAR:** 2

**SEM:** 2

**ECTS:** 6

**DEGREE in** International Economics

**CONTACT:** francesco.barbaro@unimib.it

PROGRAM CODE: F5602M015

## THE ECONOMICS AND HISTORY OF EUROPEAN INTEGRATION

MODULES: Economics of European Integration (ref. F5602M024M)

History of European Integration (ref. F5602M023M)

LECTURER: TEDESCHI PAOLO

### CONTENTS

The course is composed by two modules: the first one is dedicated to historical aspects, the second one to economic (and by this way social and political) aspects.

The aim of the course of History of European Integration is to show the steps of the creation of the existing European economic situation;

The aim of the course of Economics of European Integration is to offer the basic know how in economics, both the micro and macro levels, for analysing and studying the different steps of the European Integration.

### PREREQUISITES

History of European Integration - Having passed the course of Economic History (or similar) in the three-year degree

Economics of European Integration - Basic knowledge in micro and macroeconomics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25672>

### **M**

**YEAR:** 2

**SEM:** 1

**ECTS:** 8

**DEGREE in** International Economics

**CONTACT:** paolo.tedeschi@unimib.it



PROGRAM CODE: F5602M009

## THE LAW OF INDUSTRIAL AND ECONOMIC RELATIONS

MODULES: Competition Law (ref. F5602M013M)

Industrial Relations and Trade Union Law (ref. F5602M016M)

LECTURER: BENEDETTI AURETTA

### CONTENTS

The course aims to enable students with knowledge of the basic european institutions that regulates undertakings, in a dual perspective: the legal framework of their position in the market and the regulation of labor relations.

As regards the former, the focus is on competition law, with special attention to the services of general economic interest (first module); regarding the latter, the focus is on European labour law regulation, mainly through the analysis of the relationship between fundamental economic freedoms and employers' rights (such as freedom of competition and collective bargaining, free movement of workers and social dumping, freedom on job placement services and public monopoly, freedom of contract and non-discrimination legislation) (second module).

### PREREQUISITES

None.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25675>

### **M**

**YEAR:** 2

**SEM:** 1

**ECTS:** 10

**DEGREE in** International Economics

**CONTACT:** auretta.benedetti@unimib.it

## THE MODERN FIRM

LECTURER: PAGANI LAURA

### CONTENTS

The course provides students with an in-depth methodology to analyze human resource management policies, and thus offers useful tools to understand firm-specific economic problems. The course introduces the students to the main results of the relevant literature, and promotes students' involvement through class presentations of the most relevant topics.

The course analyzes the efficient allocation and motivation of employees as well as their development of skills within a company. In addition, the course covers recruiting mechanisms, training strategies and efficient compensation schemes.

### PREREQUISITES

Basic knowledge of microeconomics, statistics and econometrics .

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=26010>

**M**  
**YEAR:** 1  
**SEM:** 1  
**ECTS:** 6  
**DEGREE in** Marketing and Global Markets  
(Global Management)  
**CONTACT:** laura.pagani@unimib.it



## **TOPICS IN HUMAN CAPITAL (module of Labour Economics - F5602M022)**

LECTURER: BINELLI CHIARA, NATALE PIERGIOVANNA

### **CONTENTS**

The course centers on two main areas of research in Labour Economics and Economics of Education: investments in education and inequality. The course focuses on five main topics: the relationship between education and earnings, the importance of quality of education, the implementation and assessment of effective education policies, the theory and measure of inequality. The course takes an applied economics approach to the research topics by focusing on how to bring the theory to the data and empirically estimate the relationships of interest. It is designed as an advanced course that will focus on few topics in depth and requires an active students' participation.

### **PREREQUISITES**

Principles of applied econometrics and statistical quantitative methods for data analysis.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25663>

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### **M**

**YEAR:** 2

**SEM:** 1

**ECTS:** 4

**DEGREE in** International Economics

**CONTACT:** chiara.binelli@unimib.it  
piergiovanna.natale@unimib.it

**NOTE:** Only for Erasmus students

## **TOPICS IN LABOUR MARKETS (module of Labour Economics - F5602M022)**

LECTURER: NATALE PIERGIOVANNA

### **CONTENTS**

The course provides students with an in-depth methodology to analyze the functioning of the labour market, and thus offers useful tools to understand economic problems in global contexts. The course introduces the students to the main results of the relevant literature, and promotes students' involvement through class presentations of the most relevant topics.

The course analyzes first the functioning (supply, demand and equilibrium) of a perfectly competitive labour market. Then, it focuses on the roles and effects of human resources policies and labour market institutions.

### **PREREQUISITES**

Basic knowledge of statistics and econometrics.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25664>

### **M**

**YEAR:** 2  
**SEM:** 1  
**ECTS:** 4  
**DEGREE in** International Economics  
**CONTACT:** piergiiovanna.natale@unimib.it  
**NOTE:** Only for Erasmus students



## VALUE CREATING STRATEGIES

LECTURER: MARAFIOTI ELISABETTA

### CONTENTS

The course will allow participants to learn about the contents of the corporate strategy, recognizing the systemic nature of the choices of corporate strategy, learning to single out the most important relationships between variables, internal and external to the company, applying some tools of analysis and diagnosis applicable to problems corporate strategy by identifying the growth paths of the most profitable companies, assessing the appropriate action to achieve business transformation processes.

The course makes use of interactive teaching methods, business game and discussion of cases as well as moments of rationalization based on traditional lectures.

The course is offered adopting a blended learning formula. This means that some sessions (40%) focus on the topic adopting a strategic perspective and a series of activities to be done on e-learning platform either individually and/or in teams.

### PREREQUISITES

Fairly good skills in learning, writing and speaking, together with a general knowledge about economic processes.

Elements of management and competitive strategy.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25724>

### **M**

**YEAR:** 2

**SEM:** 1

**ECTS:** 6

**DEGREE in** Management and Services  
Design

**CONTACT:** elisabetta.marafioti@unimib.it



PROGRAM CODE: F5602M002M

M

## VBA PROGRAMMING (module of Mathematical Methods and Programmig - F5602M001)

LECTURER: RIZZATI MASSIMILIANO CARLO PIETRO

### CONTENTS

To acquire the skills for programming on the scientific software MATLAB, with a focus on Mathematical applications for Economics.

### PREREQUISITES

Basic Math.

**WEBSITE** <https://elearning.unimib.it/course/info.php?id=25691>

### **M**

**YEAR:** 1  
**SEM:** 1  
**ECTS:** 3  
**DEGREE in** International Economics  
**CONTACT:** [massimiliano.rizzati@unimib.it](mailto:massimiliano.rizzati@unimib.it)  
**NOTE:** Only for Erasmus students





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