



COURSES TAUGHT IN ENGLISH

ECONOMICS

DISCIPLINARY AREAS:

 ECONOMICS

 EDUCATION

 LAW

 MEDICINE

 PSYCHOLOGY

 SCIENCE

 SOCIOLOGY

WHY BICOCCA

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

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 5 Bachelor degrees

M 8 Master degrees

OUR INTERNATIONAL OFFER

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 95 individual courses taught entirely in English across 12 different Degree Programs.

Please note: some courses are composed by two modules.

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

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OUR LOCATION

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)
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- * ADVANCED MICROECONOMICS (module)
- * ADVANCED STATISTICS (module)
- * ANGLO-SAXON CULTURE (module)
- * BEHAVIORAL ECONOMICS FOR DECISION MAKING
- * BRAND STRATEGY (module)
- * BUSINESS ANALYTICS (module)
- * BUSINESS IN THE GLOBAL POLITICAL ECONOMY
- * BUSINESS PLAN AD INNOVATION
- * BUSINESS POLICY AND STRATEGY EXECUTION
- * COMMUNICATION, NEGOTIATION AND NEW MEDIA
- * COMPARATIVE COMPANY LAW
- * COMPETITION AND EMPLOYMENT RELATIONS IN EUROPEAN LAW
- * COMPETITION LAW (module)
- * COMPLEX DATA ANALYSIS
- * COMPUTATIONAL FINANCE & FINANCIAL ECONOMETRICS (module)
- * CONTROL SYSTEMS FOR TOURISM COMPANIES (module)
- * CORPORATE FINANCE
- * CROSS-CULTURAL MANAGEMENT AND COMMUNICATION
- * CULTURAL HERITAGE LAW (module)
- * DATA-DRIVEN DECISION MAKING (module)
- * DEVELOPMENT ECONOMICS
- * DYNAMIC ASSET PRICING (module)
- * ECONOMETRICS
- * ECONOMETRICS (module)
- * ECONOMICS FOR DATA SCIENCE M
- * ECONOMICS OF EUROPEAN INTEGRATION (module)
- * ENGLISH LANGUAGE
- * ENGLISH LANGUAGE
- * ENGLISH LANGUAGE
- * ENGLISH LANGUAGE FOR TOURISM
- * ENTREPRENEURSHIP (module)
- * ENTREPRENEURSHIP AND INNOVATION LAB
- * ENVIRONMENTAL ECONOMICS (module)
- * EU ANTITRUST LAW
- * EU BUSINESS LAW
- * FINANCIAL MARKETS
- * FIRMS AND MARKETS IN GLOBAL ECONOMIES (module)
- * FIRST FOREIGN LANGUAGE - ENGLISH
- * FOUNDATIONS OF INTERNATIONAL ECONOMIC LAW
- * FUNDAMENTAL ECONOMIC FREEDOMS AND EUROPEAN LABOUR LAW (module)
- * FURTHER LANGUAGE SKILLS FOR FINANCE - ENGLISH
- * FURTHER LANGUAGE SKILLS FOR TOURISM
- * FURTHER LANGUAGE SKILLS N MANAGEMENT SCIENCE I
- * GAMES AND STRATEGIC BEHAVIOUR
- * GLOBAL ACCOUNTING (module)
- * GLOBAL MACROECONOMICS
- * GLOBAL MARKETING (module)
- * GLOBAL MANAGEMENT DECISIONS
- * GLOBAL STRATEGY (module)
- * HISTORY OF EUROPEAN INTEGRATION (module)
- * HISTORY OF GLOBALIZATION
- * INDUSTRIAL ORGANIZATION
- * INDUSTRIAL ORGANIZATION
- * INDUSTRIAL ORGANIZATION

- * INFERENCE STATISTICS (module)
- * INNOVATION MANAGEMENT (module)
- * INTERNATIONAL BUSINESS
- * 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 (module)
- * MICROECONOMICS OF DEVELOPMENT (module)
- * MICROECONOMICS OF GLOBAL MARKETS
- * PORTFOLIO THEORY (module)
- * PRINCIPLE OF CORPORATE FINANCE
- * QUANTITATIVE METHODS
- * QUANTITATIVE METHODS FOR DECISION-MAKING
- * QUANTITATIVE METHODS FOR INSURANCE
- * RISK MANAGEMENT
- * SOCIAL MEDIA ANALYTICS
- * STATISTICAL METHODS FOR TOURISM II
- * STATISTICAL METHODS FOR TOURISM SERVICES EVALUATION (module)
- * STATISTICAL METHODS FOR TOURISM SERVICES EVALUATION (module)
- * STATISTICS FOR INSURANCE (module)
- * STRATEGIC ANALYSIS (module)
- * STRATEGIC MANAGEMENT
- * STRATEGIES FOR VALUE CREATION
- * SUSTAINABILITY DISCLOSURE IN CORPORATE REPORTING
- * THE CORPORATE STRATEGIC ANALYSIS IN A COMPETITIVE ENVIRONMENT
- * THE ECONOMICS AND HISTORY OF EUROPEAN INTEGRATION
- * THE MODERN FIRM
- * TOPICS IN HUMAN CAPITAL (module)
- * TOPICS IN LABOUR MARKETS (module)
- * VBA PROGRAMMING

LEGEND

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

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

LECTURER: BIGNOZZI VALERIA

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=37840>

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.

The Management Accounting Course (6 CFU): 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.

PREREQUISITES

See course modules.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38909>

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=31305>

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=31115>

M

YEAR: 2
SEM: 1
ECTS: 6
DEGREE in Statistics and Economics
CONTACT: 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=31115>

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

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=32414>

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

The aim of this course on English speaking cultures is to provide the variegated profiles of the main English-as-first-language societies of today, in an attempt to familiarize students with what the cultures in question have in common and how/why they differ. The countries examined will be the ones forming the UK as well as those of the ex-Empire and present Commonwealth, without neglecting the North American continent with the US and Canada and their 250 million or so native speakers of English.

Lessons will cover subjects like the development of traditions, institutions and innovations as well as relations within and between power blocks. The lessons will offer a kaleidoscope of snapshots into history, geography, beliefs and practices, all of which going to affect national identity to a greater or lesser degree.

PREREQUISITES

Pass in English at first degree level or equivalent.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38214>

M

YEAR: 2

SEM: 1+2

ECTS: 4

DEGREE in Economics for Tourism

CONTACT: patricia.kennan@unimib.it

NOTE: Only for Erasmus students

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=38453>

M

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



PROGRAM CODE: F7701M125

BRAND STRATEGY

LECTURER: n.d.

CONTENTS

N/A

PREREQUISITES

N/A

WEBSITE <https://elearning.unimib.it/course/info.php?id=38959>

M

YEAR: 2
SEM: 2
ECTS: 8
DEGREE in General Business Economics

CONTACT:

PROGRAM CODE: F7702M114M

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

LECTURER: n.d.

CONTENTS

N/A

PREREQUISITES

N/A

WEBSITE <https://elearning.unimib.it/course/info.php?id=38904>

M
YEAR: 1
SEM: 2
ECTS: 5
DEGREE in Marketing and Global Markets
(Global Management)
CONTACT:
NOTE: Only for Erasmus students



BUSINESS IN THE GLOBAL POLITICAL ECONOMY

LECTURER: DIA ENZO

CONTENTS

The course aims to provide an overview of the macroeconomic issues that affect business decision making in an international context. It deals with the long-run trends that shape investment opportunities, but also with the short-run dynamics that generate risks. We focus on the international business cycle and on the impact and international spillovers of economic policies. The course is structured around a set of topics that are studied as a set of self-contained issues that we analyze both theoretically and empirically. Theory and empirical evidence are used to analyze real-life business problems and case studies, with a view on the financial tools to hedge the risks.

Global macroeconomics: the long run

Global macroeconomics: the short run

Global finance

PREREQUISITES

Basic skills of macroeconomic theory, statistics, financial maths.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38929>

M

YEAR: 2

SEM: 1

ECTS: 5

DEGREE in Marketing and Global Markets
(Global Management)

CONTACT: enzo.dia@unimib.it

PROGRAM CODE: F7701M122

BUSINESS PLAN AND INNOVATION

LECTURER: t.b.d.

CONTENTS

N/A

PREREQUISITES

N/A

WEBSITE <https://elearning.unimib.it/course/info.php?id=38958>

M

YEAR: 2
SEM: 2
ECTS: 8
DEGREE in General Business Economics

CONTACT:



BUSINESS POLICY AND STRATEGY EXECUTION

LECTURER: CIAO BIAGIO

CONTENTS

Planning and control are the subjects of this course. First, goals formulation is discussed by showing the tools helping to successfully design the strategic actions for the firm growth. Later, we study the conversation of strategic targets into financial targets which capture the performances of all the company. This conversation aims to verify whether or not the strategic actions can get financial performances sufficient to allow the company's survival. The financial targets are exploded into smaller targets which are assigned to the managers of each responsibility center.

PREREQUISITES

Business Economics and Basic Accounting .

It would be useful to have a fresh knowledge on: (i) the company structures (divisional, functional, and matrix) and the different leadership styles, (ii) the main measures and indexes adopted for the business administration (revenue, cost, profit, ROI, ROE, EVA, and margins to evaluate the cash management), and (iii) on the analytical accounting (fixed costs, variable costs, common costs, product cost configurations, standard costs, methods to allocate the common costs to objects, such as the products or responsibility centers).

WEBSITE <https://elearning.unimib.it/course/info.php?id=37146>

M

YEAR: 3
SEM: 1
ECTS: 4
DEGREE in Economics and Business

CONTACT: biagio.ciao@unimib.it

COMMUNICATION, NEGOTIATION AND NEW MEDIA

LECTURER: RINALDI EMANUELA

CONTENTS

This course is for students firstly to build mainly on public speaking, writing, presentation skills, acquiring also basic principles of communication theories from a sociological perspective. Secondly, for students to acquire basic negotiation skills. A special focus will be given on the case of financial communication

PREREQUISITES

None.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38454>

M

YEAR: 2
SEM: 2
ECTS: 6
DEGREE in Management and
Services Design

CONTACT: emanuela,rinaldi@unimib.it



COMPARATIVE COMPANY LAW

LECTURER: GABRIELE NUZZO

CONTENTS

The course aims at:

- * Introducing students to the various legal forms of the business organizations and their main features;
- * Studying the main issues of the corporate form in a European Union regulatory perspective and taking into account some of the European jurisdictions with reference to selected issues.

For each area the students shall focus on the interests and the legal issues involved, in order to compare solutions developed by the European Union and the national regulators, with special regard to Italy and with references to UK and Germany.

PREREQUISITES

Good knowledge of the English Language. Having passed Commercial Law exam.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38960>

M

YEAR: 2

SEM: 2

ECTS: 6

DEGREE in General Business Economics

CONTACT: gabriele.nuzzo@unimib.it

PROGRAM CODE: F5602M030

COMPETITION AND EMPLOYMENT RELATIONS IN EU LAW

MODULES: Competition Law (ref. F5602M13M)
Fundamental Economic Freedoms and European Labour Law (ref. F5602M041M)

LECTURER: AURETTA BENEDETTI

CONTENTS

The first module of 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.

The second module of the course focuses on European labour law regulation, analyzed mainly through the relationship between fundamental economic freedoms and workers' rights.

PREREQUISITES

None.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37670>

M

YEAR: 2
SEM: 2
ECTS: 10
DEGREE in International Economics

CONTACT: auretta.benedetti@unmib.it



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=37672>

M

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

COMPLEX DATA ANALYSIS

LECTURER: STEFANO PELUSO

CONTENTS

The course aims to introduce the Bayesian approach, both from a theoretical and applied point of view, and to problems of inference related to longitudinal data, for repeated measures over time of same statistical units. The freeware statistical software R Project will be used for the applied part of the course.

PREREQUISITES

There are no formal prerequisites, but basic knowledge of the following topics is needed: Mathematical Analysis, Linear Algebra, Probability Calculus, Statistical Inference, R programming.

WEBSITE <https://elearning.unimib.it/course/info.php?id=36991>

B

YEAR: 3
SEM: 1
ECTS: 6
DEGREE in Statistics and Information Management
CONTACT: stefano.peluso@unimib.it
NOTE: Only for Erasmus students



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

LECTURER: PELAGATTI MATTEO MARIA

CONTENTS

- * Advanced R.
- * 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=38053>

M

YEAR: 2

SEM: 1

ECTS: 6

DEGREE in Statistics and Economics

CONTACT: matteo.pelagatti@unimib.it

NOTE: Only for Erasmus students

PROGRAM CODE: F7601M059M

M

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

LECTURER: QUAQUARELLI BARBARA

CONTENTS

N/A.

PREREQUISITES

N/A.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38221>

M

YEAR: 2
SEM: 2
ECTS: 5
DEGREE in Economics for Tourism
CONTACT: barbara.quacquarelli@unimib.it
NOTE: Only for Erasmus students



CORPORATE FINANCE

LECTURER: MONICA ROSSOLINI

CONTENTS

The course presents the main decision making profiles that company's financial function supervises, with particular reference to industrial and service companies operating in international markets.

After addressing the issue of corporate governance and conflicts of interest, the course analyses:

- * The investment decisions. We introduce, also through practical exercises, the basic methodological tools of the discipline (financial analysis, financial planning, etc.) to determine the risk and return of an investment, as well as capital budgeting evaluation.
- * The financing decisions and the optimal financial structure
- * Firm's valuation

PREREQUISITES

Basic background of financial mathematics and business accounting.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38937>

M

YEAR: 2

SEM: 2

ECTS: 6

DEGREE in Marketing and Global Markets (Global Management)

CONTACT: monica.rossolini@unimib.it

NOTE:

CROSS-CULTURAL MANAGEMENT AND COMMUNICATION

LECTURER: IDA CASTIGLIONI

CONTENTS

The Intercultural Communication course will provide students with basic concepts of intercultural communication and some tools of communication analysis in order to make people aware of their cultural context, a necessary step to positively relate to other cultures with intercultural competence. Discussion and application of the tools through case studies and exercises will offer a deeper knowledge of intercultural communication theories, practices and problems relative to the specificity of intercultural research within the domain of profit and not for profit organization, health and educational contexts. In the second part of the course attention will be given to some essential themes of negotiation dealing both with face to face interactions and with remote working of teams. Diversity and Inclusion will be a transversal theme of the entire course.

PREREQUISITES

Students are expected to be familiar with basic sociological concepts about culture and to speak International English.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38459>

M

YEAR: 2
SEM: 2
ECTS: 6
DEGREE in Management and
Services Design
CONTACT: ida.castiglioni@unimib.it



PROGRAM CODE: F7601M042M

M

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

LECTURER: 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=38192>

M

YEAR: 1
SEM: 2
ECTS: 5
DEGREE in Economics for Tourism
CONTACT: alessandro.candido@unimib.it

NOTE: Only for Erasmus students

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

LECTURER: ANGELONE RAFFAELE

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=38908>

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



PROGRAM CODE: F5602M007

DEVELOPMENT ECONOMICS

MODULES: Macroeconomics of Development (ref. F5602M012M)
Microeconomics of Development (ref. F5602M011M)
Growth theory and empirics: an international perspective (ref. F5602M007M)

LECTURER: MARCHESI SILVIA. MENDOLA MARIAPIA

CONTENTS

The course shall cover the macroeconomic fundamentals of development economics.

Specifically, 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.

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=31122>

M

YEAR: 2
SEM: 2
ECTS: 10
DEGREE in International Economics
CONTACT: silvia.marchesi@unimib.it
mariapia.mendola@unimib.it

PROGRAM CODE: F1601M059M

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

LECTURER: COLGIAGO ANDREA

CONTENTS

At the end of the course the student will be familiar with the main asset pricing models and the fundamental concepts of modern finance.

Traditional asset pricing models

- * Traditional asset pricing models
- * Evaluation of risk
- * Fixed income Assets
- * Asset Pricing in General Equilibrium

PREREQUISITES

N/A.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37873>

M

YEAR: 1
SEM: 1
ECTS: 6
DEGREE in Economics and Finance
CONTACT: andrea.colgiago@unimib.it

NOTE: Only for Erasmus students



PROGRAM CODE: F7702M029

ECONOMETRICS

LECTURER:

CONTENTS

N/A

PREREQUISITES

N/A.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38900>

M

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

CONTACT:

ECONOMETRICS (module of Quantitative Methods - F5602M002)

LECTURER: LUCA MATTEO STANCA

CONTENTS

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

The simple regression model

Multiple regression analysis: estimation, inference, asymptotics

Multiple regression analysis: further issues

Multiple regression analysis with qualitative information

Heteroskedasticity

More on specification and data problems

Basic regression analysis with time series data

Further issues in using OLS with time series data

Serial correlation and heteroskedasticity in time series regressions

Models based on Panel Data

IV estimation and 2SLS

Simultaneous equations models

Models with limited dependent variables

Advanced Time Series Topics

PREREQUISITES

Statistics, mathematics

WEBSITE <https://elearning.unimib.it/course/info.php?id=37690>

M

YEAR:

1

SEM:

2

ECTS:

8

DEGREE in International Economics

CONTACT: luca.stanca@unimib.it



ECONOMICS FOR DATA SCIENCE M

LECTURER: GUERZONI MARCO

CONTENTS

The course is divided into 5 parts.

The first part discusses the role of big data within the firm and the new challenges. The subsequent three parts separately discuss three main areas of application (causality, prediction and unsupervised classification) with specific examples mainly about risk management and consumer choices.

<https://elearning.unimib.it/course/info.php?id=37669>

The fifth part focuses on how to generate the reports for the various types of analysis in the economic-business context with particular attention to the creation of the narrative accompanying the different models and their visualization.

Finally, in hands-on lab students learn to develop algorithm for data analysis with the software R.

PREREQUISITES

Principles of applied econometrics and statistical quantitative methods for data analysis

WEBSITE <https://elearning.unimib.it/course/info.php?id=38063>

M

YEAR: 2

SEM: 2

ECTS: 6

DEGREE in Statistics and Economics

CONTACT: marco.guerzoni@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 Basic knowledge in micro and macroeconomics.

WEBSITE

M

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



ENGLISH LANGUAGE

LECTURER: GIULIA CALDARONE

CONTENTS

The aim of the course 'Italy today: readings in economics and finance' is to investigate the economic and financial identity of Italy today using pertinent articles taken from the British and American Press. The main goal is to help students become independent readers of articles in English, thus consolidating their language skills when studying other subjects, carrying out research and functioning in the working world.

In its exploration of the economic and financial identity of Italy today, the course proposes to read and analyse articles from the British and American press, such as *The Financial Times*, *The Times*, *The Economist*, *The Telegraph*, *The Guardian*, *Washington Post*, *New York Times*, *Huffington Post*.

PREREQUISITES

A knowledge of English at B1 level, in accordance with university regulations. Students needing to consolidate their knowledge of English grammar are advised to attend the 'corsi base' as well as the standard 'corsi di supporto alla didattica', both offered by the English language experts (CEL)

WEBSITE <https://elearning.unimib.it/course/info.php?id=37191>

B

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

ENGLISH LANGUAGE

LECTURER: MARIA DOMENICA MANGIALAVORI

CONTENTS

The aim of the course 'Italy today: readings in economics and finance' is to investigate the economic and financial identity of Italy today using pertinent articles taken from the British and American Press. The main goal is to help students become independent readers of articles in English, thus consolidating their language skills when studying other subjects, carrying out research and functioning in the working world.

In its exploration of the economic and financial identity of Italy today, the course proposes to read and analyse articles from the British and American press, such as "The Financial Times", "The Times", "The Economist". "The Telegraph", "The Guardian", "Washington Post", "New York Times", "Huffington Post".

PREREQUISITES

A knowledge of English at B1 level, in accordance with university regulations. Students needing to consolidate their knowledge of English grammar are advised to attend the 'corsi base' as well as the standard 'corsi di supporto alla didattica', both offered by the English language experts (CEL)

WEBSITE <https://elearning.unimib.it/course/info.php?id=38565>

B
YEAR: 1
SEM: 2
ECTS: 6
DEGREE in Economics for Bank, Insurance & Financial Institutions

CONTACT: maria.mangialavori@unimib.it



PROGRAM CODE: E1801M051

ENGLISH LANGUAGE

LECTURER: N/A

CONTENTS

N/A

PREREQUISITES

N/A

WEBSITE <https://elearning.unimib.it/course/info.php?id=32114>

B

YEAR: 3

SEM: 2

ECTS: 6

DEGREE in Marketing, Communication and Global Markets

CONTACT:

NOTE:



PROGRAM CODE: F7601M057

ENGLISH LANGUAGE FOR TOURISM

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

LECTURER: ANDERSON ROBIN, KENNAN PATRICIA ANN

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/view.php?id=38213>

M

YEAR: 2
SEM: 1+2
ECTS: 10
DEGREE in Economics for Tourism

CONTACT: robin.anderson@unimib.it
patricia.kennan@unimib.it





ENTREPRENEURSHIP (module of Entrepreneurship and Innovation Lab - F7702M064)

LECTURER: n/a

CONTENTS

The course of Entrepreneurship aims at introducing students to those entrepreneurial processes that occur in start-ups and in corporate setting, offering a panorama of challenges, frameworks and tools needed to spot and exploit entrepreneurial opportunities, turning them into successful business models.

PREREQUISITES

Basics of management
Basics of economic sociology
Background in strategic management

WEBSITE <https://elearning.unimib.it/course/info.php?id=38926>

M

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

PROGRAM CODE: F7702M064

ENTREPRENEURSHIP AND INNOVATIONA LAB

MODULES: Entrepreneurship (ref. F7702M202M)
Innovation Management (ref. F7702M203M)

LECTURER: n/a

CONTENTS

n/a

PREREQUISITES

n/a

WEBSITE <https://elearning.unimib.it/course/view.php?id=38925>

M

YEAR: 2

SEM: 2

ECTS: 12

DEGREE in Marketing and Global Markets
(Global Management)

CONTACT:



PROGRAM CODE: F7601M048M

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

LECTURER: GHIDONI RICCARDO

CONTENTS

The aim is to develop an understanding of the following factors affecting the tourism sector:

- * Environment;
- * Economic planning;
- * Public policies.

PREREQUISITES

None.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38206>

M

YEAR: 1
SEM: 2
ECTS: 6
DEGREE in Economics for Tourism

CONTACT:

PROGRAM CODE: F63002M044

EU ANTITRUST LAW

LECTURER: CRESPI SERENA

CONTENTS

N/A

PREREQUISITES

N/A

WEBSITE <https://elearning.unimib.it/course/info.php?id=38438>

M

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



PROGRAM CODE: F7702M031

EU BUSINESS LAW

LECTURER: N/A

CONTENTS

N/A.

PREREQUISITES

N/A.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38905>

M

YEAR: 1

SEM: 2

ECTS: 6

DEGREE in Marketing and Global Markets
(Global Management)

CONTACT: tbd

PROGRAM CODE: F5602M005

FINANCIAL MARKETS - BLENDED

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

Basic background of financial mathematics, business economics and business accounting.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37697>

M

YEAR: 1
SEM: 2
ECTS: 7
DEGREE in International Economics
CONTACT: monica.rossolini@unimib.it



PROGRAM CODE: F5602M006M

M

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=37693>

M

YEAR: 1
SEM: 1
ECTS: 6
DEGREE in International Economics
CONTACT: piergiovanna.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=38812>

B

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



PROGRAM CODE: F5602M008

FOUNDATIONS OF INTERNATIONAL ECONOMIC LAW

MODULES: Competition Law (ref. F5602M013M)

International Trade Law (ref. F5602M014M)

LECTURER: BENEDETTI AURETTA, GULOTTA CARLA MARIA

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=37678>

M

YEAR: 2

SEM: 1

ECTS: 10

DEGREE in International Economics

CONTACT: auretta.benedetti@unimib.it

carla.gulotta@unimib.it

PROGRAM CODE: F5602M041M

M

FUNDAMENTALS ECONOMICS FREEDOM AND EUROPEAN LABOUR LAW (module of Competition and Employment Relations in European Law - F5602M030)

LECTURER: VARVA SIMONE

CONTENTS

The module focuses on European labour law regulation, analyzed mainly through the relationship between fundamental economic freedoms and workers' rights.

The "Fundamental Economic Freedoms and European Labour Law" module focuses on European labour law regulation, mainly through the analysis of the relationship between fundamental economic freedoms and employees' rights, such as freedom of competition and collective bargaining, freedom of movement for workers and social dumping, freedom in job placement services and public monopoly, freedom of contract and non-discrimination legislation.

PREREQUISITES

None.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37671>

M

YEAR: 2
SEM: 1
ECTS: 5
DEGREE in International Economics
CONTACT: simone.varva@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=37881>

M

YEAR: 2

SEM: 2

ECTS: 3

DEGREE in Economics and Finance

CONTACT: patricia.kennan@unimib.it

PROGRAM CODE: F7601M063

FURTHER LANGUAGE SKILLS FOR TOURISM - ENGLISH

LECTURER: ANDRESON ROBIN

CONTENTS

N/A

PREREQUISITES

N/A

WEBSITE <https://elearning.unimib.it/course/info.php?id=38223>

M

YEAR: 2
SEM: 2
ECTS: 2
DEGREE in Economics for tourism

CONTACT: robin.anderson@unimib.it



PROGRAM CODE: F7701M070

FURTHER LANGUAGE SKILLS IN MANAGEMENT SCIENCES I - ENGLISH

LECTURER: HUGHES DAFNE

CONTENTS

By the end of the course, students will be familiar with

- * The structure of the language;
- * Communication in commercial contexts;
- * The appropriate vocabulary, tone and register in diverse social, business and trade situations;
- * Business communications;

They will have improved their general language skills, so as to become autonomous users of business language.

PREREQUISITES

Pass in English at first degree level or equivalent.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38947>

M

YEAR: 2
SEM: 1
ECTS: 3
DEGREE in General Business Economics
CONTACT: dafne.hughes@unimib.it

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=37673>

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=38911>

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: tbd

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 a and macro.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37694>

M

YEAR: 1
SEM: 2
ECTS: 12
DEGREE in International Economics
CONTACT: tbd



PROGRAM CODE: F7702M200M

M **GLOBAL MARKETING (module of International Business - F7702M063)**

LECTURER: MATTHYSSENS PAUL MARC

CONTENTS

N/A

PREREQUISITES

N/A.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38923>

M

YEAR: 2
SEM: 1
ECTS: 6
DEGREE in Marketing and Global Markets
(Global Management)
CONTACT: paul.matthyssens1@unimib.it
NOTE: Only for Erasmus students

PROGRAM CODE: F5602M020

GLOBAL MANAGEMENT DECISIONS

LECTURER: TORODI ALIASGHAR BAHOO

CONTENTS

This course is designed to expose students to the fundamental concepts in the field of global strategy. The objective of this course is to endow students with a comprehensive understanding of the theoretical and empirical themes characterizing managerial decisions in the global context.

Detailed information will be provided at the beginning of the academic year.

PREREQUISITES

Detailed information will be provided at the beginning of the academic year.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37676>

M

YEAR: 2
SEM: 2
ECTS: 6
DEGREE in International Economics

CONTACT: aliasghar.bahootorodi@unimib.it



PROGRAM CODE: F7702M201M

M **GLOBAL STRATEGY (module of International Business—F7702M063)**

LECTURER: MATTHYSSENS PAUL MARC

CONTENTS

N/A

PREREQUISITES

N/A.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38924>

M

YEAR: 2
SEM: 1
ECTS: 6
DEGREE in Marketing and Global Markets
(Global Management)
CONTACT: paul.matthyssens1@unimib.it
NOTE: Only for Erasmus students

HISTORY OF EUROPEAN INTEGRATION - BLENDED (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=37668>

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=37698>

M

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

PROGRAM CODE: F5602M014

INDUSTRIAL ORGANIZATION

LECTURER: BERTOLETTI PAOLO

CONTENTS

The course aims to provide an extensive and up-to-date presentation of modern industrial organization, within the time limits imposed by a semester of teaching.

PREREQUISITES

It is important that students are familiar with microeconomic thinking and elementary methods of algebra, calculus and game theory. The ideal student should have already taken an industrial economics course at the undergraduate level.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37677>

M

YEAR: 2
SEM: 1
ECTS: 8
DEGREE in International Economics
CONTACT: simone.varva@unimib.it
NOTE: Only for Erasmus students



PROGRAM CODE: F7702M069

INDUSTRIAL ORGANIZATION

LECTURER: GATTAI VALERIA

CONTENTS

This course addresses the most important topics in the field of Industrial Organization, and it provides a balanced mix of theoretical and applied lectures.

The course is aimed to provide students with rigorous analytical tools to analyze the behaviour of price-maker firms, in the context of both monopoly and oligopoly.

The course introduces students to the main theoretical models of monopoly and oligopoly.

PREREQUISITES

This course requires preliminary notions in Microeconomics and Mathematics.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38936>

M

YEAR: 2

SEM: 1

ECTS: 9

DEGREE in Marketing and Global Markets

CONTACT: valeria.gattai@unimib.it

PROGRAM CODE: F7702M065

INDUSTRIAL ORGANIZATION

LECTURER: GATTAI VALERIA

CONTENTS

This course addresses the most important topics in the field of Industrial Organization, and it provides a balanced mix of theoretical and applied lectures.

The course is aimed to provide students with rigorous analytical tools to analyze the behaviour of price-maker firms, in the context of both monopoly and oligopoly.

The course introduces students to the main theoretical models of monopoly and oligopoly.

PREREQUISITES

This course requires preliminary notions in Microeconomics and Mathematics.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38928>

M

YEAR: 2
SEM: 2
ECTS: 6
DEGREE in Marketing and Global Markets
CONTACT: valeria.gattai@unimib.it
NOTE: Only for Erasmus students



INFERENTIAL STATISTICS (module of Quantitative Methods - F5602M002)

LECTURER: NIPOTI BERNARDO

CONTENTS

Essential review of probability theory; Samples and sampling distribution; Convergence of random variables and limit theorems; Likelihood-based inference; Point and interval estimation; Hypothesis testing; Non-parametric methods.

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=37689>

M

YEAR: 1

SEM: 1+2

ECTS 5

DEGREE in International Economics

CONTACT: bernardo.nipoti@unimib.it
claudio.borroni@unimib.it

NOTE: Only for Erasmus students

PROGRAM CODE: F7702M203M

M

INNOVATION MANAGEMENT (module of Entrepreneurship and Innovation Lab - F7702M064)

LECTURER: N/A

CONTENTS

N/A

PREREQUISITES

N/A

WEBSITE <https://elearning.unimib.it/course/info.php?id=38927>

M

YEAR: 2

SEM: 2

ECTS: 6

DEGREE in Marketing and Global Markets

CONTACT:

NOTE: Only for Erasmus students



PROGRAM CODE: F7702M063

INTERNATIONAL BUSINESS

MODULES: Global marketing (ref. F7702M200M)

Global strategy (ref. F7702M201M)

LECTURER: MATTHYSSENS PAUL MARC

CONTENTS

Global/International business and marketing are quite challenging. It is “doing business across and beyond borders”. This implies companies face lots of challenges when operating in and when tackling international markets. Inhibitors might block their international expansion objectives. Even multinationals have experienced several international blunders. Most companies are also concerned about whether the world is really that global that borders will disappear. In other words, they want to know if differences in cultural and market factors will still impact on international market expansion in the future. They also experience a huge impact of political, legal and social changes, creating uncertainties on their global strategies. Typical tensions arise in global and globalizing companies along the poles of standardization of the business and marketing approach across countries versus adaptation to each country’s unique characteristics as well as centralization versus decentralization of decision-making.

PREREQUISITES

None.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38922>

M

YEAR: 2

SEM: 1

ECTS 6

DEGREE in Marketing and Global Markets

CONTACT: paul.matthyssens1@unimib.it

NOTE: Only for Erasmus students

INTERNATIONAL FINANCIAL MARKETS

LECTURER: MARCHESI SILVIA

CONTENTS

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

I: FINANCIAL GLOBALIZATION AND ITS EFFECTS

- i) Basic facts and theories
- ii) The Effects of Financial Globalization. Capital Flows and Financial Frictions

II: SOVEREIGN DEBT

- i) Introduction
- ii) Incentives: Sanctions and reputation, costs of default
- iii) Distortions: Debt overhang; Debt structure: maturity and foreign currency composition
- iv) Remedies: Debt Restructuring And Debt Relief

III: INTERNATIONAL FINANCIAL ARCHITECTURE AND THE ROLE OF THE IMF

- i) Introduction
- ii) Participation
- iii) Implementation and Effects

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=37856>

M

YEAR: 2
SEM: 2
ECTS: 8
DEGREE in Economics and Finance
CONTACT: silvia.marchesi@unimib.it



INTERNATIONAL TAX LAW

LECTURER: GRILLI STEFANO

CONTENTS

After this course students should be able:

- * To understand the objectives of tax treaties
- * To understand and apply the method for application of tax treaties
- * To understand the relationship between tax treaties and (strictly) internal law
- * To have knowledge of the methods for interpretation of tax treaties

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=38954>

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

The course aims at providing students with the knowledge needed to fully understand recent trends of international economic relations. This requires, first of all, the knowledge of the legal structure of the international economic community, which shall be described in its historic development, so as to allow a deeper understanding of the present situation and future prospects.

The subject shall be expounded through the discussion of the most relevant issues that international economic law is facing nowadays, such as the need to reform international financial institutions to reflect the rising role of emerging countries; the new forms of aids to development; the control of international financial stability; the law of international investments; the multilateral framework of international trade; the relationship between trade liberalization and the protection of human rights and of the environment.

PREREQUISITES

N/A.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37679>

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: FERRARIS LEO

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=37699>

M

YEAR: 2

SEM: 1

ECTS: 8

DEGREE in International Economics

CONTACT: leo.ferraris@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=38225&lang=en>

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

The course shall cover the macroeconomic fundamentals of development economics.

Specifically, 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.

PREREQUISITES

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

WEBSITE <https://elearning.unimib.it/course/info.php?id=37683>

M

YEAR: 2

SEM: 2

ECTS: 5

DEGREE in International Economics

CONTACT: 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=38910>

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, BARBARA QUACQUARELLI

CONTENTS

N/A.

PREREQUISITES

See course modules.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38219>

M

YEAR: 2

SEM: 2

ECTS: 10

DEGREE in Economics for Tourism

CONTACT: gustavo.barboza@unimib.it
barbara.quacquarelli@unimib.it

PROGRAM CODE: F7601M058M

M

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

LECTURER: BARBOZA RODRIGUEZ GUSTAVO ADOLFO

CONTENTS

N/A.

PREREQUISITES

N/A.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38220>

M

YEAR: 2

SEM: 2

ECTS: 5

DEGREE in Economics for Tourism

CONTACT: gustavo.barboza@unimib.it

NOTE: Only for Erasmus students



PROGRAM CODE: F5602M001

MATHEMATICAL METHODS AND PROGRAMMING

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

LECTURER: NAIMZADA AHMAD KABIR

CONTENTS

The course is aimed to acquire the mathematical skills useful for economic analysis.

See course modules.

PREREQUISITES

See course modules.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37685>

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=37686>

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=37682>

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, CELLA MICHELA

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=37691>

M

YEAR: 1
SEM: 1
ECTS: 12
DEGREE in International Economics
CONTACT: piergiovanna.natale@unimib.it
michela.cella@unimib.it



PROGRAM CODE: F1601M055M

M

PORTFOLIO THEORY (module of Quantitative Finance - F1601M051)

LECTURER: PEDERZOLI CHIARA

CONTENTS

The students should learn the mathematical tools to face several optimization problems in economics and finance.

Functions of several variables; constrained and unconstrained optimization; utility theory and portfolio selection.

PREREQUISITES

Foundations of differential calculus and of matrix algebra.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37866>

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=37675>

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, NIPOTI BERNARDO

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=37688>

M

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

PROGRAM CODE: F7702M034

QUANTITATIVE METHODS FOR DECISION - MAKING

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

LECTURER: ANGELONE RAFFAELE, NIPOTE BERNARSO

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=38906>

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



PROGRAM CODE: F1601M065

QUANTITATIVE METHODS FOR INSURENCE

MODULES: Actuarial Mathematics (ref. F1601M045M)
Statistics for insurance (ref F1601M076M)

LECTURER: BIGNOZZI VALERIA, GRESSELIN FRANCESCA

CONTENTS

ACTUARIAL MATHEMATICS: Premium principles (indifference premium, exponential premium, Esscher premium, axiomatic theory of premium principles, distorted risk measures). 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). Options and insurance contracts (implicit options, participating policies, unit linked, index linked, mortality derivatives). Introduction to Solvency II.

STATISTICS FOR INSURENCE: After a first introductory part, aimed at the creation of a common base among students with different background, the course deals mainly with two topics of great practical importance in Non-Life Insurance companies, that are the computation of personalized premia (e.g. by Generalized Linear Models) and the various models and methodologies for the assessment of the reserve.

PREREQUISITES

We refer to the syllabus of the two modules.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37839>

M

YEAR: 2
SEM: 2
ECTS: 8
DEGREE in Economics and Finance
CONTACT: valeria.bignozzi@unimib.it
francesca.greselin@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=38949>

M
YEAR: 2
SEM: 2
ECTS 8
DEGREE in General Business Economics
CONTACT: alessandro.capocchi@unimib.it



PROGRAM CODE: F6302N046

SOCIAL MEDIA ANALYTICS

LECTURER: OLIVERO NADIA

CONTENTS

The course deals with all the main topics associated with consumer behaviour on-line e with methods, strategies and analytics applied to social media.

PREREQUISITES

None.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38458>

M

YEAR: 2
SEM: 1
ECTS: 6
DEGREE in International Economics
CONTACT: luca.stanca@unimib.it
bernardo.nipoti@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=38207>

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.*

M **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=38208>

M

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

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=38209>

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



PROGRAM CODE: F1601M076M

M **STATISTICS FOR INSURENCE (module of Quantitative methods for insurance - F1601M065)**

LECTURER: GRESELIN FRANCESCA

CONTENTS

After a preliminary review, needed in order to consolidate earlier concepts, the course addresses the following statistical issues quite up-to-date for Insurance Companies operating in the Casualty sector:

- a) the estimation of the correct assessment of reserves, discussing the various theoretical models for the losses - and their counts- and comparing their results.
- b) some elements of ruin theory
- c) the evaluation of premiums for customized tariffs, also in view of an expansion of market share.

PREREQUISITES

Descriptive Statistics and Inferential methods in Statistics.

WEBSITE <https://elearning.unimib.it/course/info.php?id=37841>

M

YEAR: 2

SEM: 2

ECTS: 3

DEGREE in Economics and Finance

CONTACT: francesca.greselin@unimib.it

NOTE: Only for Erasmus students

STRATEGIC ANALYSIS (module of Strategic Management - F7702M032)

LECTURER: TORRISI SALVATORE, CAPO FRANCESCA

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 that are at the core of the modern firm strategy.

PREREQUISITES

None.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38903>

M
YEAR: 1
SEM: 2
ECTS: 9
DEGREE in Marketing and Global Markets
CONTACT: (Global Management)
salvatore.torrisci@unimib.it
francesca.capo@unimib.it
NOTE: Only for Erasmus students



PROGRAM CODE: F7702M032

STRATEGIC MANAGEMENT

MODULES: Business Analytics (ref. F7702M114M)

Strategic Analysis (ref. F7702M113M)

LECTURER: TORRISI SALVATORE, CAPO FRANCESCA

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=38902>

M

YEAR: 1

SEM: 2

ECTS: 14

DEGREE in Marketing and Global Markets
(Global Management)

CONTACT: salvatore.torrisci@unimib.it
francesca.capo@unimib.it

STRATEGIES FOR VALUE CREATION - BLENDED

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=38456>

M

YEAR: 2
SEM: 1
ECTS: 6
DEGREE in Management and Service Design
CONTACT: elisabetta.marafioti@unimib.it
NOTE: Only for Erasmus students



PROGRAM CODE: F7701M800

SUSTAINABILITY DISCLOSURE IN CORPORATE REPORTING - SDCR

LECTURER: DONI FEDERICA

CONTENTS

The "Sustainability Disclosure in Corporate Reporting" Course SDCR (8CFU) analyzes the European Directive NFRD EU / 2014/95, the adoption in the national laws of the main Member States, deepens the methods of drafting non-financial reporting, analyzes the main standards and frameworks, studies the impact of sustainability disclosure on company processes and functions, in particular with regard to the administration and control function, organizational structures, corporate governance, corporate strategy and policy, and in particular the company reporting on SDGs.

PREREQUISITES

No requirement.

WEBSITE <https://elearning.unimib.it/course/info.php?id=38992>

M

YEAR: 1
SEM: 1
ECTS: 8
DEGREE in General Business Economics

CONTACT: federica.doni@unimib.it

THE CORPORATE STRATEGIC ANALYSIS IN A COMPETITIVE ENVIRONMENT

LECTURER: TBD

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=37684>

M

YEAR: 2
SEM: 2
ECTS: 6
DEGREE in International Economics
CONTACT: TBD



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, BARATA NUNO JOSÈ DORES

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=37667>

M

YEAR: 2

SEM: 1

ECTS: 8

DEGREE in International Economics

CONTACT: paolo.tedeschi@unimib.it
nuno.cassola@unimib.it

PROGRAM CODE: F7702M030

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=38895>

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: FERRARIS LEO

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=37701>

M

YEAR: 2
SEM: 1
ECTS: 4
DEGREE in International Economics
CONTACT: leo.ferraris@unimib.it

NOTE: Only for Erasmus students

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

LECTURER: FERRARIS LEO

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=37700>

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



PROGRAM CODE: F5602M002M

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

LECTURER: N/A

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=37687>

M

YEAR: 1

SEM: 1

ECTS: 3

DEGREE in International Economics

CONTACT: N/A

NOTE: Only for Erasmus students

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