



**POLITECNICO**  
MILANO 1863

**Welcome!**

*Prof. Stefano Ronchi*

*October 9th 2019*



**Politecnico di Milano:**

**Mission: «To be an international university with strong Italian roots»**



Over **45.000**  
students

**12**  
Departments

Over **1.300** professors and  
**1.200** professional staff



Schools of  
**Architecture,  
Design,  
Engineering**

Ranked **no.1 in Italy,**  
**no. 6 in Europe, no. 16 worldwide**  
QS World University Ranking 2019,  
Engineering & Technology



# School of Management:

Mission: «*To impact on society by creating and sharing knowledge at the intersection between engineering, management and economics*»



**45**  
ADJUNCT  
PROFESSORS



**111**  
CORE FACULTY  
MEMBERS



OVER  
**4,900**  
STUDENTS IN DEGREE  
PROGRAMMES



**129**  
EXTENDED  
FACULTY MEMBERS



**26**  
DEGREE  
PROGRAMMES



**POLITECNICO**  
MILANO 1863

SCHOOL OF MANAGEMENT



**23%**  
INTERNATIONAL  
STUDENTS



**38mio €**  
TOTAL BUDGET



**12,000m<sup>2</sup>**  
IN THE BOVISA  
CAMPUS



**131**  
STAFF



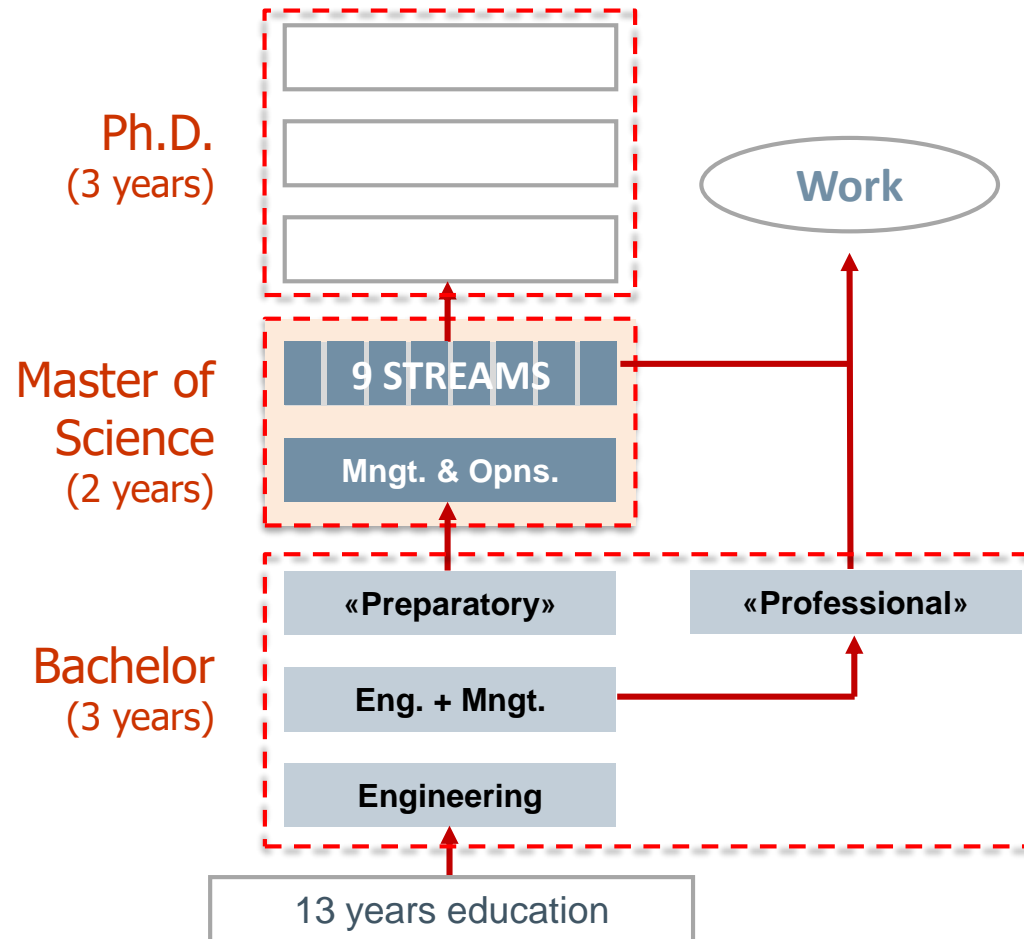
OVER  
**130**  
EXECUTIVE COURSES  
AND SEMINARS



OVER  
**1,400**  
SCIENTIFIC CONTRIBUTIONS  
IN THE LAST FIVE YEARS



# Management Engineering within the Italian Education context



<b>Duration</b>	2 years
<b>Calendar</b>	Sept/Dic – Feb/Jun
<b>Course size</b>	5-15 ECTS
<b>Workload</b>	120 ECTS
<b>Enrolments (≈)</b>	700

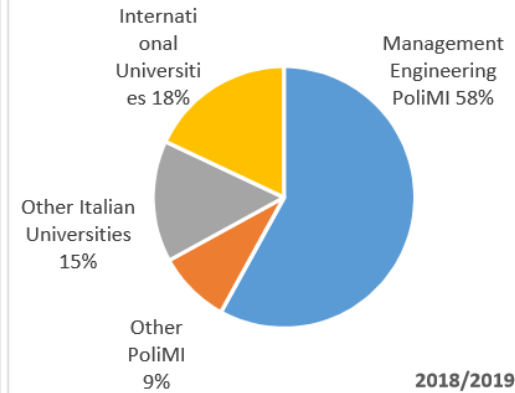
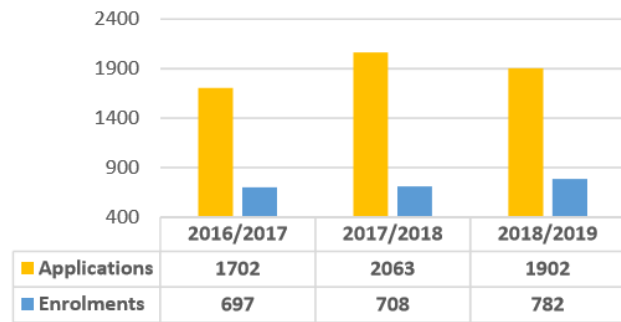
## Notes:

- Specific managerial competences based on a solid scientific and engineering background
- 14.000 graduates since the constitution in 1982
- Entirely taught in English
- Over 30% of International students
- Huge opportunities for experiences abroad through exchanges and double degree programs: over 25% of our students have experiences abroad
- Double degrees with other departments

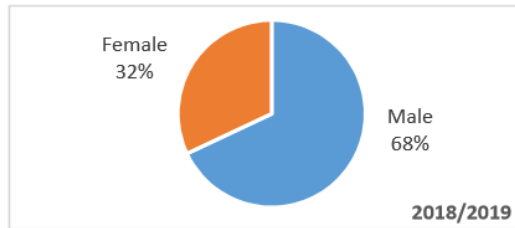
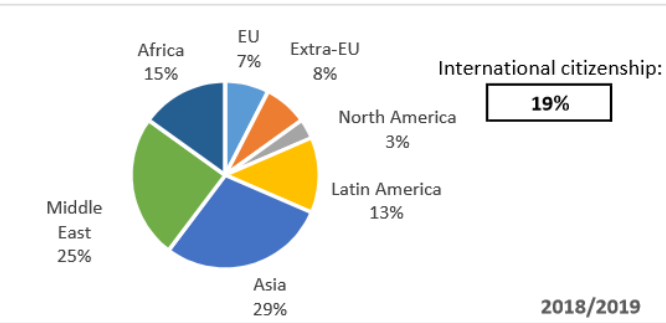
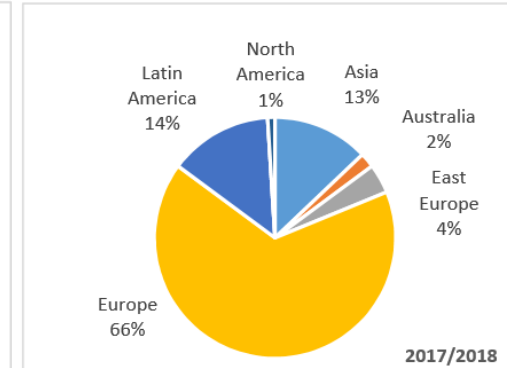
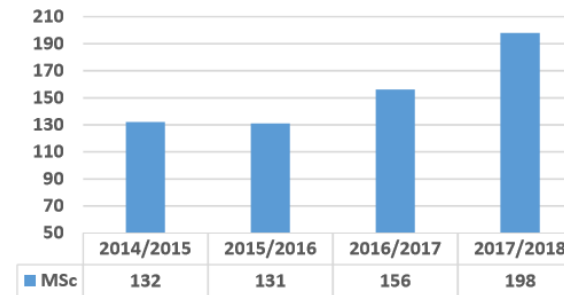


# MSc in Management Engineering: some figures

1st year regular enrolments - MSc



Outgoing international exchanges - MSc



# A number of different opportunities

- Access to one of the top universities worldwide
- A real international environment
- Campus and sport life (e.g. Poli4you)
- Deep-dive into concrete business problems (Labs): close interaction with industry
- Mentorship programme for second year students
- Many opportunities for an international experience





**Multimedia classroom to facilitate project activities on real problems proposed by companies (MEL1 & MEL2)**

- Flexible layout and sofas to support both standard classes and group work activities
- Wi-Fi and Bluetooth video beamers to show multimedia contents of both teacher and students at the same time through computers, tablets, smartphones...
- Writable walls all over the room from floor to ceiling to stimulate creativity and expression
- Moving whiteboards to create cubicles

# Intended Learning Outcomes

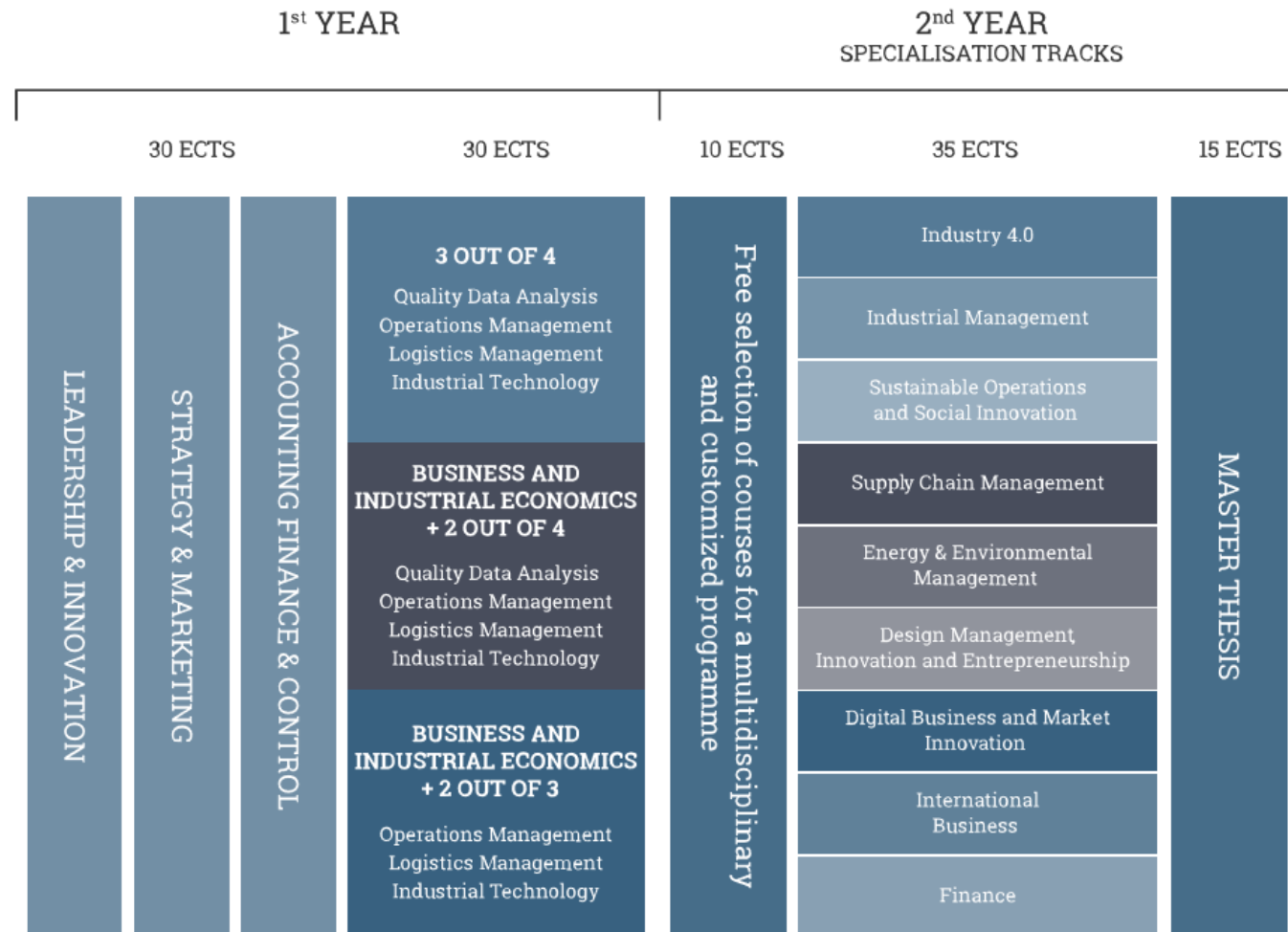
## MASTER OF SCIENCE IN MANAGEMENT ENGINEERING

1. **Understand** context, functions, processes in a business and industrial environment and the impact of those factors on business performance
2. **Identify** trends, technologies and key methodologies in a specific domain (specialization streams)
3. **Design** solutions applying a scientific and engineering approach (Analysis, Learning, Reasoning, and Modeling capability deriving from a solid and rigorous multidisciplinary background) to face problems and opportunities in a business and industrial environment
4. **Develop** new ideas and solutions in business and industrial scenarios evolving over time
5. **Interact** in a professional, responsible, effective and constructive way with colleagues in a working environment, also motivating group members



# MSc in Management Engineering overall structure

First year focuses on building a common body of knowledge that characterizes the management engineer



Second year is dedicated to developing vertical competencies within specific streams

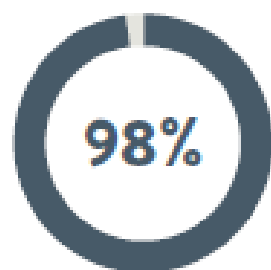
Every stream ends with a practice-based lab

- The application process is performed through the **online system (servizi on line)**: <http://www.poliorientami.polimi.it/come-si-accede/>
- **Admission requirements:**
  - Graduation at the Bachelor in no more than **four academic** years from initial enrolment, i.e. before April 30 of the fifth year after the first enrolment
  - **Adjusted admission threshold** (some integrative exams might be due for students coming from the applicative curriculum):

<i>Corso di Studi di provenienza</i>	<i>Soglia “corretta” di ammissione</i>
Ingegneri Gestionali del Politecnico di Milano – laurea triennale percorso propedeutico	$23 + (N-3)/2$
Ingegneri Gestionali del Politecnico di Milano – laurea triennale percorso applicativo	$23 + (N-3)/2$
Altri ingegneri del Politecnico di Milano	$23 + (N-3)/2$
Disegnatori Industriali e Architetti del Politecnico di Milano	$26 + (N-3)/2$

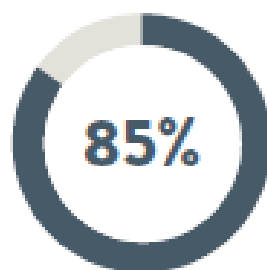
- **Timeline for application:** online soon at: <http://www.poliorientami.polimi.it/come-si-accede/ammissione-alle-lauree-magistrali/quando-presentare-la-domanda/>
- Please, make **1 application only** for management engineering (there is no difference in the application process for the different streams)

## EMPLOYMENT RATE\*



\* 1 year after graduation, except students

## WITHIN 6 MONTHS\*

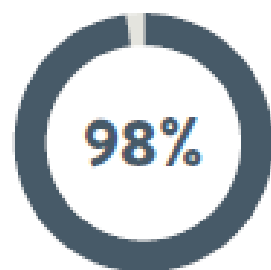


\* percentage calculated on those employed 1 year after graduation

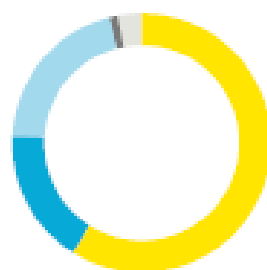
## NET MONTHLY SALARY

# €1,751

## EMPLOYEES



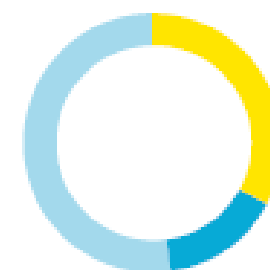
## CONTRACT TYPE\*



Permanent	59%	●
Fixed-term	17%	●
Apprenticeship	20%	●
Internship	1%	●
Other*	3%	●

\* project based, occasional collaboration

## COMPANY SIZE\*

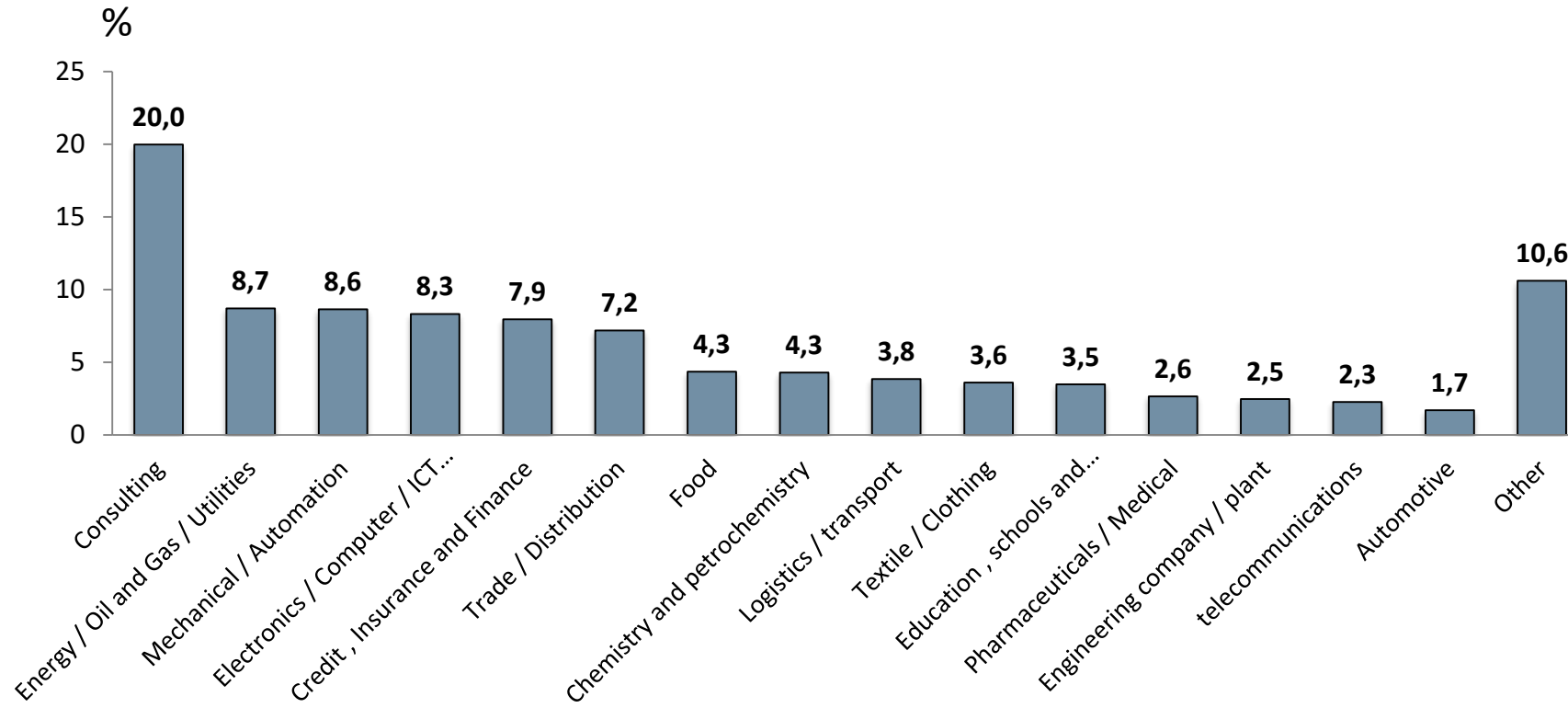


1 - 250	33%	●
251 - 1.000	15%	●
+1.000	52%	●

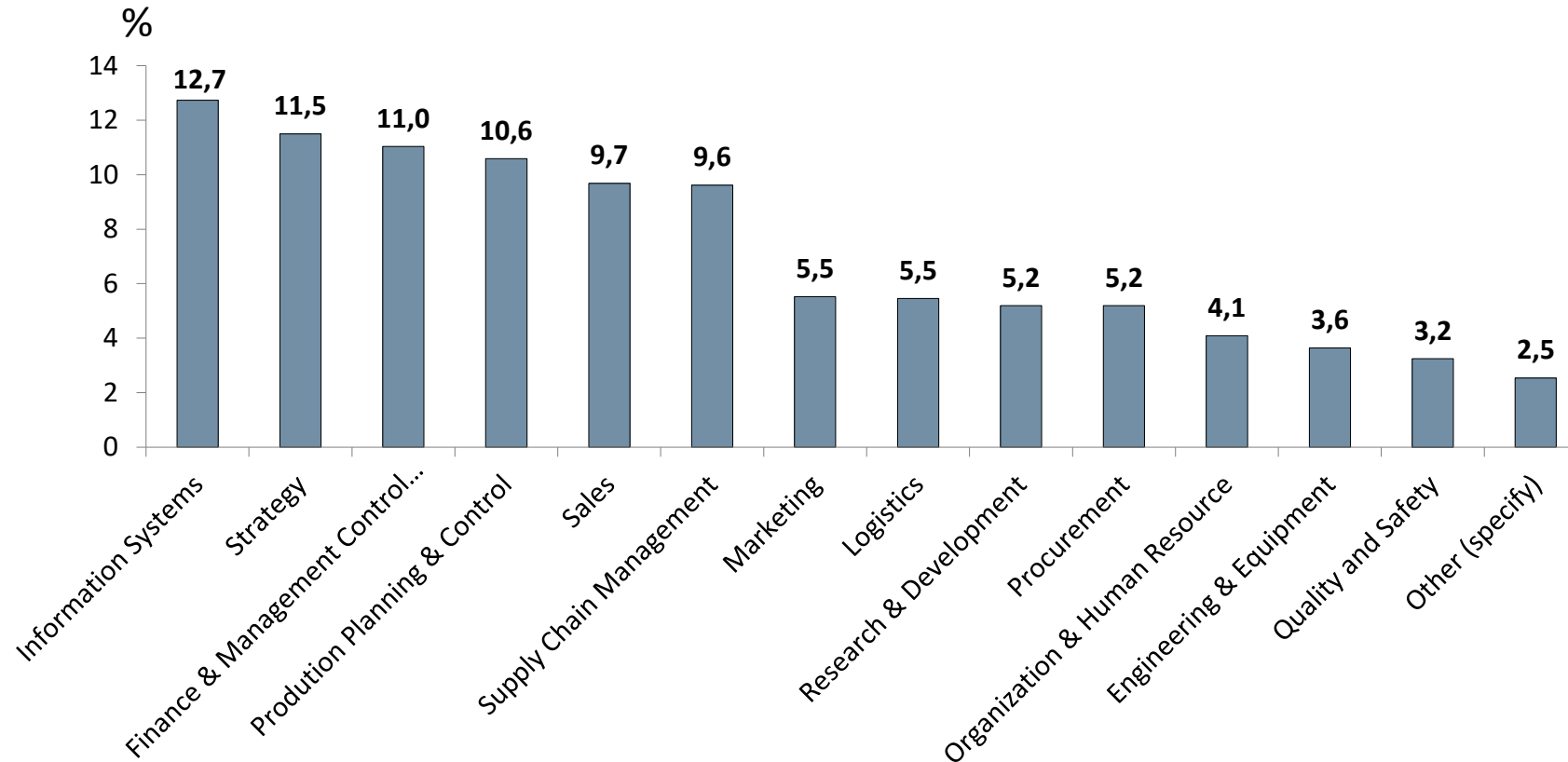
\* number of employees



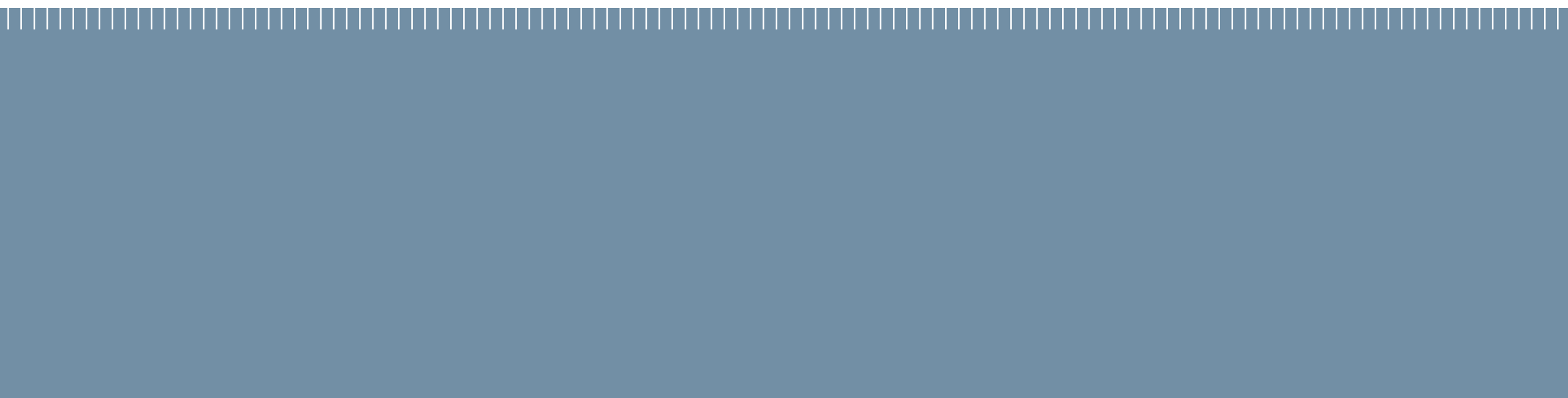
# Main employers



# Main jobs



# **Le opportunità internazionali**





# International Exchanges at Management Engineering



# International Exchanges at Management Engineering

## Standard “Erasmus” exchanges

Normally 1 semester abroad  
(on average 30 credits)

More than 150 destinations  
worldwide

Both at BS and MS level

**Cultural experience**

## International Alliances

Normally 1 year abroad (it  
depends by programs), possibly  
in more sites

Alliance4Tech, UNITECH,  
Global3, QTEM

MS level

**Intensive experience**

## International Double/Dual Degrees

1,5-2 years abroad

- International Double Degrees promoted by POLIMI (more than 40 programs), at BS and MS level
- International Dual Degrees promoted by SoM-POLIMI (Audencia, Solvay, Tongjii, Tsinghua), only at MS level

**Intensive experience,  
Double degree**

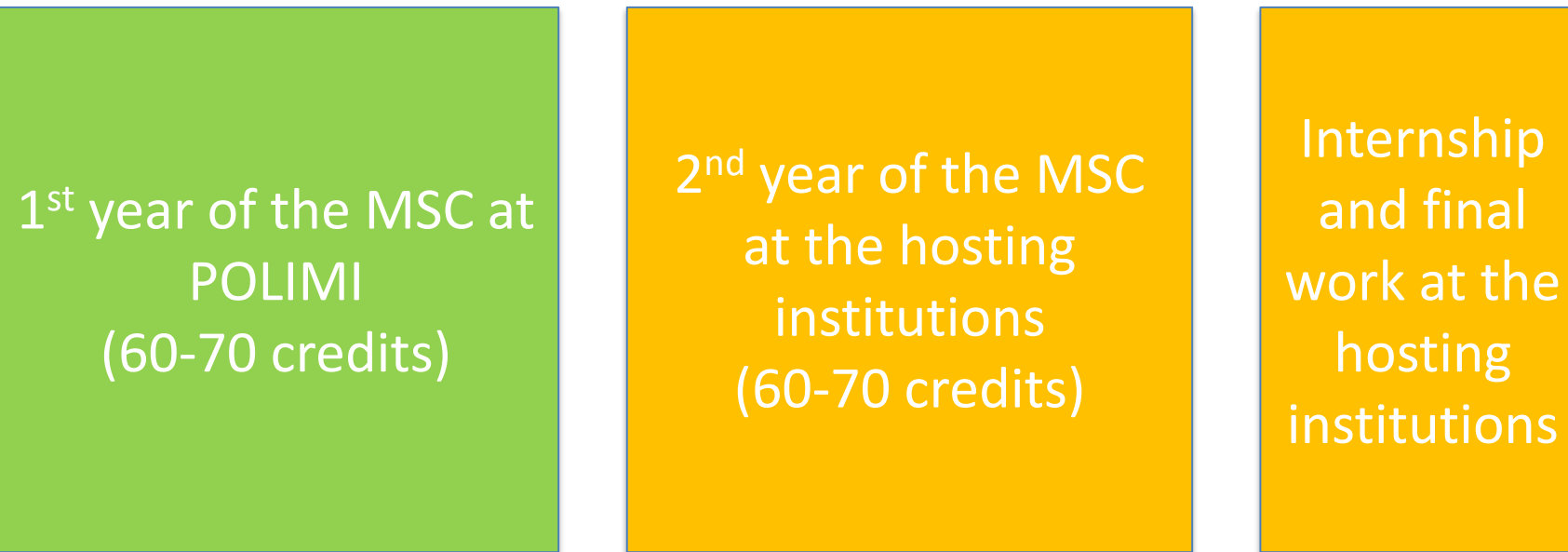
# International Double (Dual) Degree promoted by POLIMI-SoM

- Dedicated programs for MSC of ME
- 5 positions for each institution every year
- 1,5 years abroad (80-90 credits)
- Suggested streams for each institutions
- Only for MSC





# International Dual Degree promoted by POLIMI-SoM



# International Alliances – UNITECH

- Up to 1 year abroad, in 1 site
- 3 weeks along the year of mutual experiences (in other 3 sites)
- Approx. 20 extra credits to be done, above the standard credits
- UNITECH standard plans exist, based on the academic offering of partners
- **1 specific call in POLIMI**
- <https://www.polimi.it/studenti/esperienze-allestero/mobilita-per-studio/unitech/>
- Approx. 1-2 students from ME per year, based on internal competition



UNIVERSITAT POLITÈCNICA  
DE CATALUNYA  
BARCELONATECH



Loughborough  
University

RWTHAACHEN  
UNIVERSITY



POLITECNICO  
MILANO 1863



Trinity  
College  
Dublin

The University of Dublin



CHALMERS

**ETH** Zürich

**TU**Delft

**INSA** INSTITUT NATIONAL  
DES SCIENCES  
APPLIQUÉES  
LYON

- **Founded in 2016**, it is still at pivotal stage
- “**Free mobility**” idea: students can move among European campuses, collecting credits
- It is based on a **2-semester abroad** approach
- **A list of available courses for each site is available**
- Up to **10 positions for ME at MSC level**
- [www.alliance4tech.eu](http://www.alliance4tech.eu)
- **Part of the regular mobility call**



At least 60 credits to  
be taken at POLIMI  
(only for MSC  
courses)

Semester  
abroad in  
Berlin,  
Paris,  
London

Semester  
abroad in  
Berlin,  
Paris,  
London

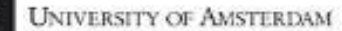
A list of available courses for each site is  
available, and it is annually revised

# International Alliances – QTEM

- QTEM, **Quantitative Techniques for Economics and Management**, is a global network which aims to bring together outstanding students, Academic Partners and International Corporations

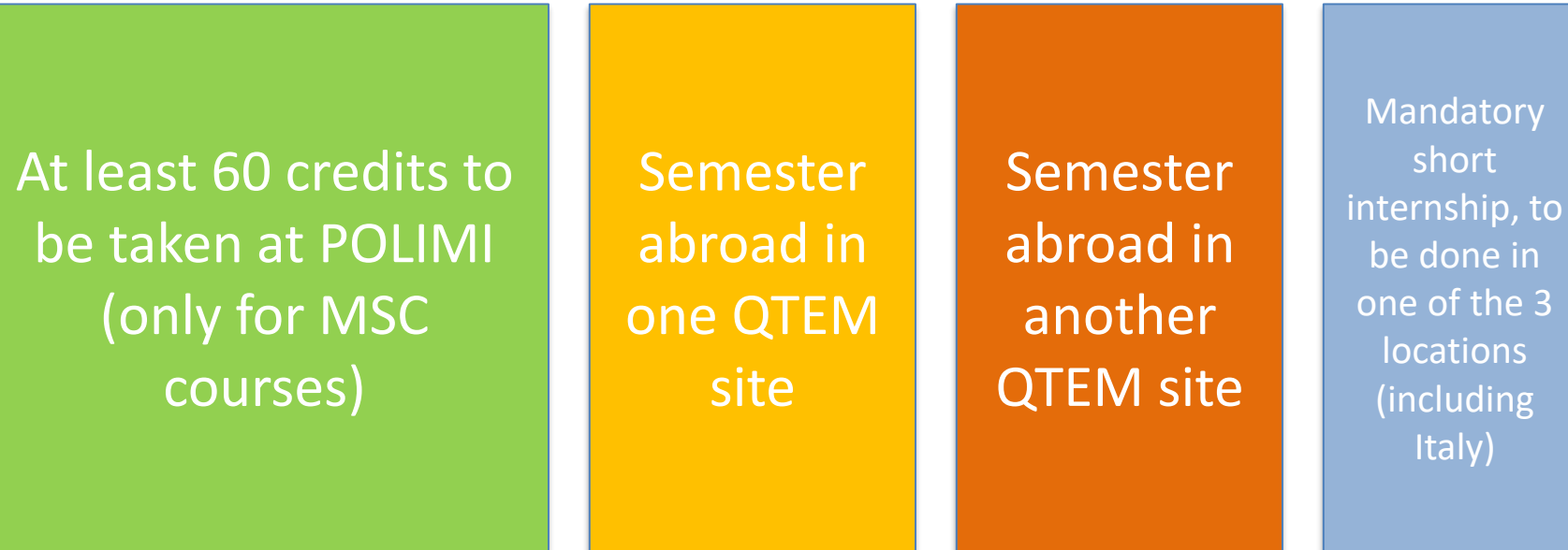


- QTEM focuses on developing skills in **analytical and quantitative techniques** to support decision making in an international context





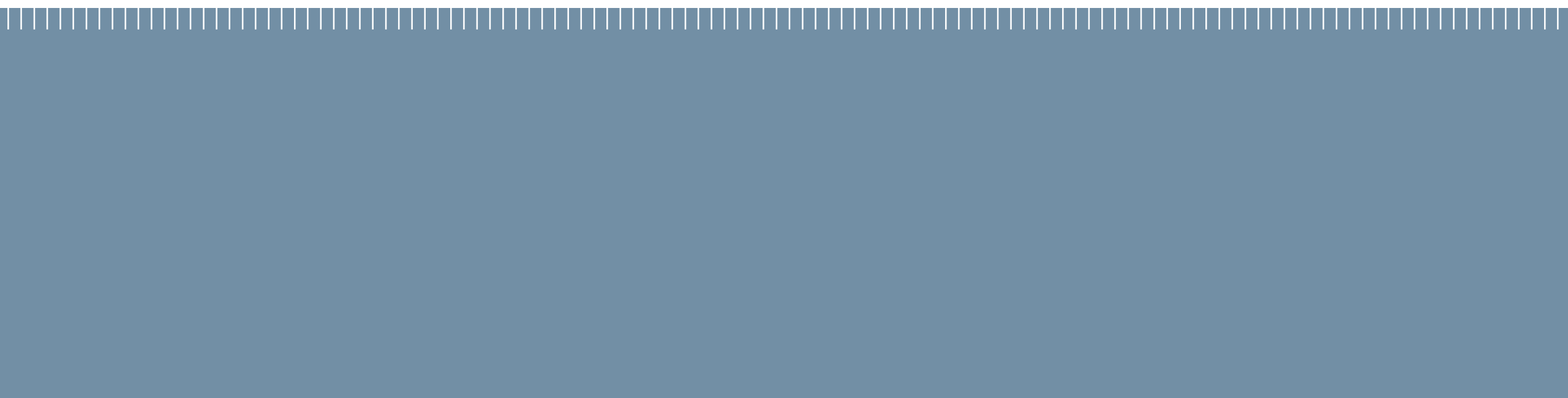
# International Alliances – QTEM rules



A list of available courses for each site is available, and it is annually revised



# **Vivere il campus**



## Participate and be part of our community

- Provide us **constructive feed-backs** about our courses / initiatives (e.g. fill in the quality questionnaire at the end of the course, which is anonymous; provide comments and suggestions about how we can improve; be professional and not arrogant)
- Provide us **suggestions about initiatives** that can be implemented or share initiatives that could be of your interest you are aware about (e.g. conferences, summer schools)
- **Participate in the campus life** through the channels that are already available ...





Facebook:

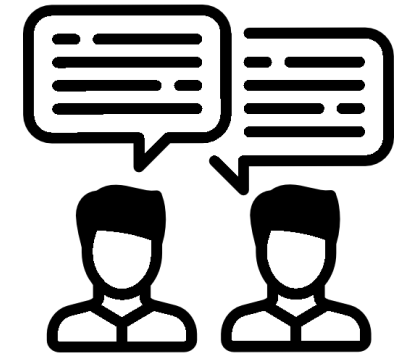
<https://it-it.facebook.com/GestionaleRisponde/>

## #BeCurious



## #BeProtagonist

## #KeepinTouch





# HSA

## Hub of Student Activities

Aimed at creating a dynamic university life in Management Engineering, the HSA works as a hub for all the extracurricular activities in which the students can take part. The hub works in three ways: (1) it organizes and proposes local events under four groups of interests: social, cultural, didactic, recreational; (2) it serves as a platform to let each student propose its own club; (3) it promotes and communicates initiatives organized by other institutions of the university.

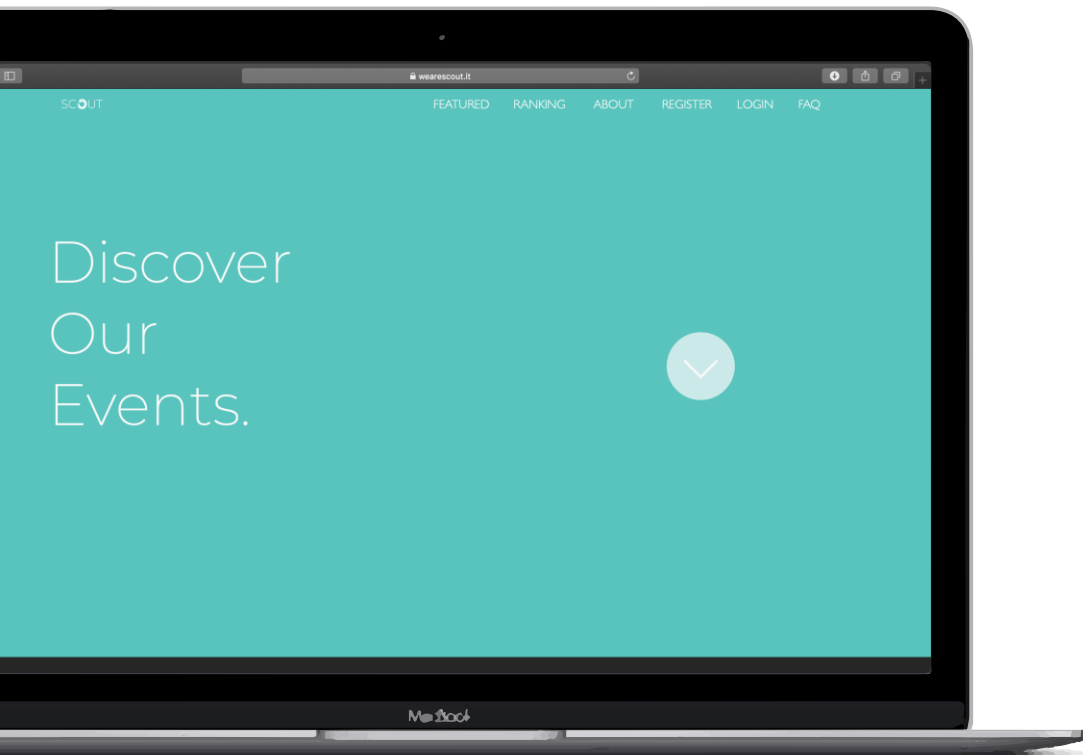


# The Ecosystem



# SCOUT

## *Sharing Knowledge by Experience*



Create a **reference hub** for students who are curious about **corporate strategy & development** and **consulting**

Ease up **knowledge sharing** between members and organizations by organizing **events hosted by partner companies**

Foster participation with the objective of helping students improving their **networking, soft and hard skills**

# Our events' format



Guided **Strategy Business Case** and **Topic focus**



**Brainstorming session** about innovative and challenging topics



Guided visit to **strategic industrial sites** or **companies' headquarters**



YOU CAN REGISTER ON  
OUR WEBSITE TO BE PART  
OF THE COMMUNITY  
AND TAKE PART TO OUR  
EVENTS



SCAN ME



GUIDED TOUR TO  
DATACENTER CAMPUS HUB

9/11/18



WORKSHOP AND  
NETWORKING COCKTAIL

17/01/19



WORKSHOP AND BUSINESS  
CASE SOLUTION

3/06/19

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[Strategy Consulting University Team](https://www.facebook.com/StrategyConsultingUniversityTeam)



LINKEDIN

[wearescout.it](https://www.linkedin.com/company/wearescout.it)

If you want to become an active part of the team and start working as a **SCOUT member**, write us an email to:

[info@wearescout.it](mailto:info@wearescout.it)



**SCHOOL OF MANAGEMENT  
INDUSTRIAL CLUB**  
POLITECNICO DI MILANO

The Club is intended to be a community **from students to students**.

Our goals are:

- to enhance a practical approach focused on firsthand experience in the industrial field;
- to give students the opportunity to improve soft and hard skills;
- and most importantly, to boost students' curiosity and willing to expose themselves, encouraging a “lifelong continuous learning” approach.





**SCHOOL OF MANAGEMENT  
INDUSTRIAL CLUB**  
POLITECNICO DI MILANO

Over these years, we organized conferences in Bovisa Campus and events in collaboration with the main multinational companies.

Do you want to become a **member** of the Industrial Club?

Visit our website <https://icpolimi.wixsite.com/industrialclubpolimi>

Write to our Facebook page or to [industrialclub.polimi@outlook.com](mailto:industrialclub.polimi@outlook.com)



# FINANCE CLUB

Our **mission** is to get students close to the financial world through events inside the university & company visits.



## On Campus Events

- Experts hosted at the Politecnico to speak about some of the main topics related to the financial world

## Company Visits

- Company visits in Milan
- Finance Study Tour in London

## STAY UPDATED!

Facebook



**Link:** <https://www.facebook.com/School-of-Management-Finance-Club-PoliMi-715866432087380/>

LinkedIn



**Link:** <https://www.linkedin.com/company/school-of-management-finance-club-polimi/>





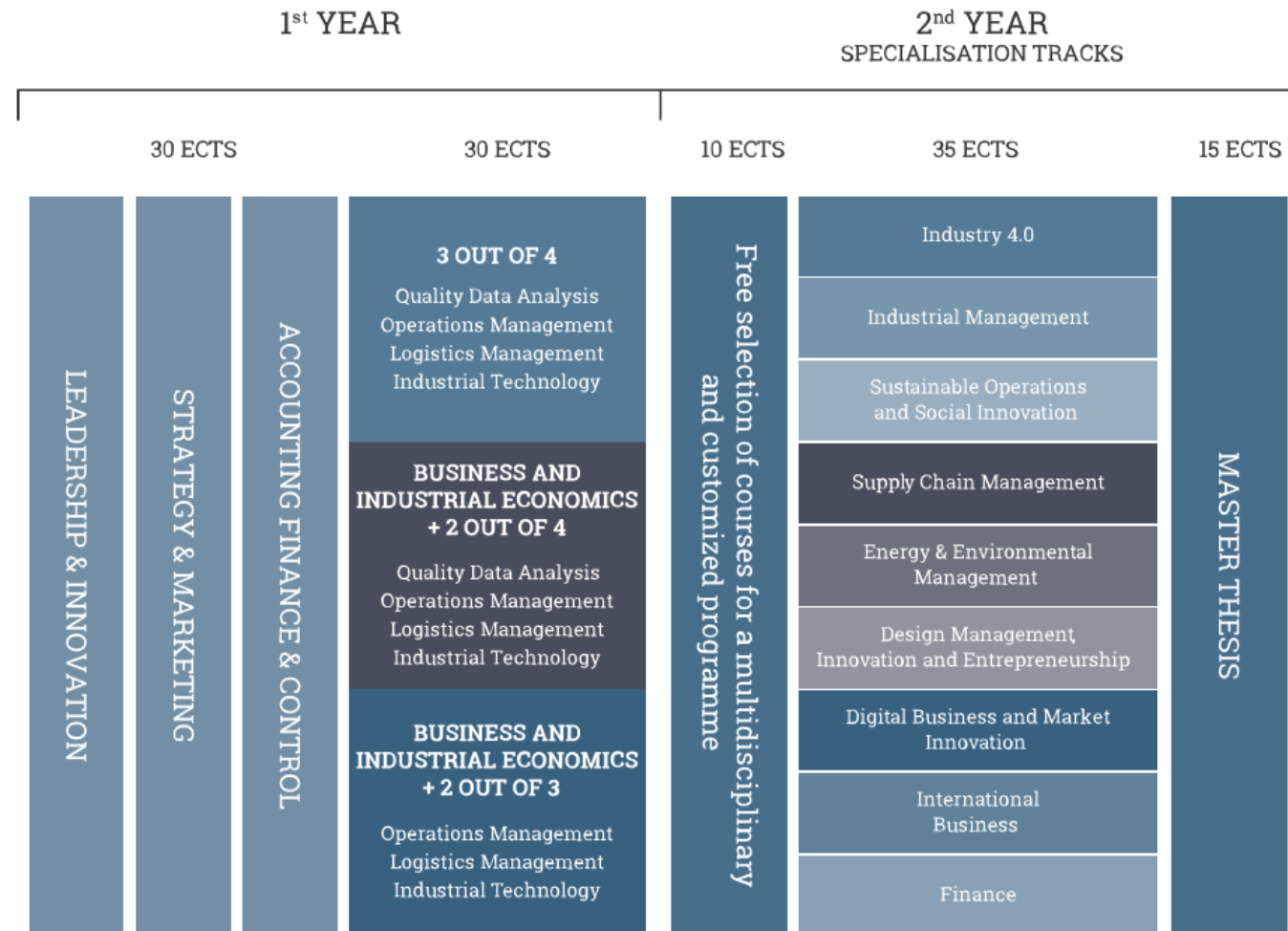
**POLITECNICO**  
MILANO 1863

**Annex**  
**MS in Management Engineering:**  
**Detail of the streams**



# MSc in Management Engineering overall structure

First year focuses on building a common body of knowledge that characterizes the management engineer



Second year is dedicated to developing vertical competencies within specific streams

Every stream ends with a practice-based lab

## Scenario and Market Needs

- **Europe and Italy are leaders** in different industrial and consumer sectors
- Manufacturing is in the **agendas of most countries** around the planet (investments in the next few years to boost manufacturing activities: 200M\$ in USA, 140M£ in UK, 1.200M€ in Europe)
- Europe must keep most strategic, advanced and **value added manufacturing processes**

## Jobs

- Employed mostly in manufacturing companies: new product and process design, manufacturing strategies, manufacturing system designer, quality manager, consultant in industrial engineering ...

## Intended Learning Outcomes

- Be able to **rethink products, processes and production systems** to remain competitive
- Understand **new technologies**, new materials and man-plant synergies
- Generate **new solutions** combining technological and organizational aspects

## Contact Details

- Prof. Marco Taisch: [marco.taisch@polimi.it](mailto:marco.taisch@polimi.it)
- Prof. Bianca Maria Colosimo: [biancamaria.colosimo@polimi.it](mailto:biancamaria.colosimo@polimi.it)

# Industry 4.0: 2<sup>nd</sup> year curriculum

Courses	Sem	ECTS	ECTS	SSD
Smart Manufacturing Lab	A	10	10	16-17
Manufacturing Systems Engineering 1	1	5	5	16
Advanced Production Systems	1	5	5	17
Industrial automation, communication and data management	1	5	5	<i>Ing inf</i>
Additive Manufacturing	1	5	5	16
De-Manufacturing	1	5		16
Safety Engineering and Management	1	5		17
International Distribution	2	5		17
Management of Design and Innovation Projects	2	5		35
Free FREELM	1-2	10-14	14	-
Final Project (Thesis)	1-2	15	15	-

## Scenario and Market Needs

- Designing and running manufacturing and service businesses is more complex than in the past:
  - **Globalisation** of markets and production
  - **Customisation** of products and services
  - Faster **Technology** development
  - Competition for **critical resources**
  - Higher **competence level** for all workers

## Jobs

- Employed mostly in consulting and manufacturing companies: investments decisions, large industrial projects, manufacturing process design and management, operations improvement, asset life cycle management, plant management ...

## Intended Learning Outcomes

- Be able to build sustainable competitive advantage through **innovative production and service operations models** through a systems-thinking approach
- Run **company sites** in an effective and efficient way
- **Set up new sites and new initiatives** for the company's competitive advantage in the long run
- **Define operating processes**, direct investment in new technologies, develop competences and assets

## Contact Details

- Prof. Alberto Portioli: [alberto.portioli@polimi.it](mailto:alberto.portioli@polimi.it)

# Industrial Management: 2<sup>nd</sup> year curriculum

Courses	Sem	ECTS	ECTS	SSD
Industrial Management Lab and toolbox	1-2	15	15	17
Asset Lifecycle Management	1	10	10	17
Industrial Project Management A	1	10		17
Operations Risk Management and Resilience	1	5	5	17
Quality Management	1	5		17
Additive Manufacturing	1	5	5	16
De-Manufacturing	1	5		16
Safety Engineering and Management	1	5		17
International Distribution	2	5		17
Digital Business Innovation	2	5		17+35
Product Lifecycle Management	2	5		17
Purchasing and Supply Chain Management	1	5		17+35
Free FREELM	1-2	10-14	14	-
Final Project (Thesis)	1-2	15	15	-

# Sustainable Operations Management and Social Innovation

## Scenario and Market Needs

- **Sustainability** is a key challenge for the future
- Social and Environment sustainability is in the **agendas of most countries** around the planet (investments by 2020: 1 trillion\$ in the world)
- All organizations around the world will face more and more the need to **redesign their process to pursue sustainability**

## Jobs

- Employed mostly in multinationals, consulting and financial companies, NGOs and international institutions: sustainability department, strategy, manufacturing process design and management, product life cycle management, innovation and development ...

## Intended Learning Outcomes

- Understand how **“societal challenges”** are changing the way companies operate
- Analyze **new business models**, partnerships and technologies required by these challenges
- Implement appropriate **product and service design**, manufacturing and logistics approaches
- Map the trade-off between **economic, social and environmental performances**

## Contact Details

- Prof. Mario Calderini: [mario.calderini@polimi.it](mailto:mario.calderini@polimi.it)
- Prof. Marco Taisch: [marco.taisch@polimi.it](mailto:marco.taisch@polimi.it)



# Sustainable Operations Management and Social Innovation: 2<sup>nd</sup> year curriculum

Courses	Sem	ECTS	ECTS	SSD	
Business in Transformation: Social and Sustainability Challenges Lab	1	15	15	17+35+SPS/04	
Advanced and Sustainable manufacturing	1	10	10	17	
Social Innovation	1	5	5	35	
Health Care Management	2	5	5	35	
De-Manufacturing	1	5		16	
Economics of Network Industries	2	5		35	
International Distribution	2	5		17	
Operations Risk Management and Resilience	1	5		17	
Policy Analysis	2	5		Policy	
Free GESLM	1-2	5		5	-
Free FREELM	1-2	5-8		8	-
Final Project (Thesis)	1-2	15	15	-	

# Supply Chain Management

## Scenario and Market Needs

- Competition is not among companies anymore but among **supply networks**
- Companies are acting on a **global scale**
- Suppliers upstream participate in the **80% of the overall value** delivered to customers
- Customers and distribution networks are more and more **complex and demanding**

## Jobs

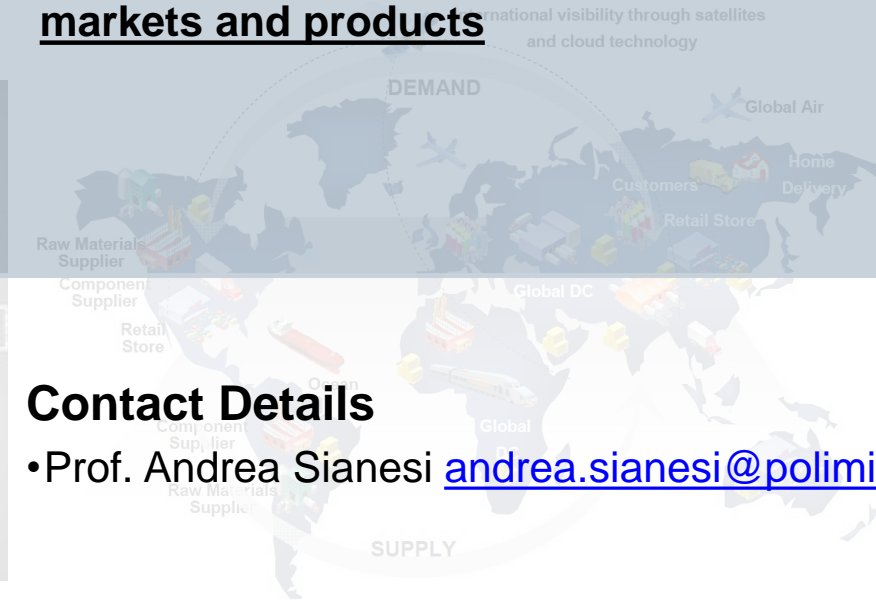
- Employed mostly in manufacturing, service and consulting companies: supply chain management, demand and supply planning, procurement, global sourcing, logistics and distribution, operations planning and control ...

## Intended Learning Outcomes

- Understand **typical trade-offs** within a complex supply chain
- Implement **methods and ICT approaches** to solve supply-chain critical issues
- Measure and control **supply chain processes**
- Analyze and manage supply chains for different types of **markets and products**

## Contact Details

- Prof. Andrea Sianesi [andrea.sianesi@polimi.it](mailto:andrea.sianesi@polimi.it)



# Supply Chain Management: 2<sup>nd</sup> year curriculum

Courses	Sem	ECTS	ECTS	SSD
Supplier Relationship Management Lab	2	10	10	35
Advanced Supply Chain Planning Lab	2	10	10	17
Supply Chain Management	1	10	10	17+35
Digital Business Innovation	2	5	5	17+35
Operations Risk Management and Resilience	1	5		17
Quality Management	1	5		17
International Distribution	2	5		17
Free FREELM	1-2	10-14	14	-
Final Project (Thesis)	1-2	15	15	-

## Scenario and Market Needs

- Energy Management is increasingly assuming a **pivotal role**
- “Big bang disruption” of **renewables and shale gas&oil technologies**
- Sustainability of critical resources, with **reduced impacts on the environment**, is increasingly becoming a must
- The European Commission estimates that the impact of the “Package 20-20-20” would create 2 more **million of “green employees”**

## Jobs

- Employed mostly in energy companies, consulting, financial institutions and regulatory authorities: general management, business development, analysts, energy management, ...

## Intended Learning Outcomes

- Understand **global energy and environment** scenarios
- Understand competition dynamics and **design new business models**, including Energy Service Companies (ESCOs), e-mobility, smart cities and eco-industrial parks
- Evaluate **incentive mechanisms and policies**
- Design solutions for **energy and resource efficiency**
- Implement **strategic and technical improvements**

## Contact Details

- Prof. Vittorio Chiesa: [vittorio.chiesa@polimi.it](mailto:vittorio.chiesa@polimi.it)
- Prof. Paolo Trucco: [paolo.trucco@polimi.it](mailto:paolo.trucco@polimi.it)

# Energy and Environmental Management: 2<sup>nd</sup> year curriculum

Courses	Sem	ECTS	ECTS	SSD
Energy Management Lab	2	10	10	17+35
Management of Energy and Sustainability	1	10	10	35
Economics of Network Industries	2	5	5	35
Industrial Eco-efficiency	1	5	5	17
Fundamentals of Energy Technologies	1	5	5	Energy
Diritto dell'Energia	2	5	5	Law
Financial Risk Management	2	5		35
Industrial Project Management B	2	5		17
Power Production from Renewable Energy C	1	5		Energy
Operations Risk Management and Resilience	1	5		17
Social Innovation	1	5		35
Free FREELM	1-2	5-8	8	-
Final Project (Thesis)	1-2	15	15	-

# Design Management, Innovation and Entrepreneurship

## Scenario and Market Needs

- **New products and services** are key engines of competitiveness, growth, and long-term sustainability
- Innovation comes from a variety of **different sources** within and outside the company
- Effective innovation requires people with **entrepreneurial orientation** and collaborative attitude
- **Development processes**, for rapidly testing and implementing ideas, reaching global markets

## Jobs

- Employed mostly in manufacturing, service companies and start-ups: Innovation Manager, Entrepreneurs, Strategy, Marketing, R&D, New Business Development, Design, Product Management ...

## Intended Learning Outcomes

- Search for new opportunities and find **creative solutions**
- **Engage others** (internal teams and external partners)
- Operate in creative contexts, **get creativity into business**
- Master the new product and service innovation through the entire **product life cycle**
- Adopt a **multi-disciplinary approach**: Design Management, Innovation Management, Entrepreneurship, Product service development

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# Design Management, Innovation and Entrepreneurship: 2<sup>nd</sup> year curriculum

Courses	Sem	ECTS	ECTS	SSD
Design Management Lab	1	15	15	<i>Icar13+35</i>
Design Strategy and Economics of Innovation	1	10	10	35
Additive Manufacturing	1	5	10	16
Management of Design and Innovation Projects	2	5		35
Digital Business Innovation	2	5		<i>17 + 35</i>
Entrepreneurship Economics and policy	2	5		35
Product Life Cycle Management	2	5		17
Branding and Communication	2	5		<i>Design</i>
Free GESLM	1-2	10-13		13
Final Project (Thesis)	1-2	15	15	-

# Digital Business and Market Innovation

## Scenario and Market Needs

- Information & Communication Technologies (**Digital Technologies - DTs**) are becoming more and more pervasive and disruptive
- DT are driving **significant changes** and innovations in many markets
- DT are changing the way to **manage data** from all sources, enhancing decision-making
- All organizations need **individuals** able to exploit DT-driven business innovation

## Jobs

- Employed mostly in consulting, service companies and start-ups: Information Technology, Marketing, Innovation Manager, Data Scientist, Strategy, New Business Development, ...

## Intended Learning Outcomes

- Effectively interpret all the **current trends and future scenarios** regarding DT
- Play an **active and driving role** in digital innovations
- Understand how to **take advantage of the infinite data** and information available in the digital realm
- Identify the **business opportunities** brought on by DTs to create innovative startups

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# Digital Business and Market Innovation: 2<sup>nd</sup> year curriculum

Courses	Sem	ECTS	ECTS	SSD
Designing Digital Business Innovation Lab	2	15	15	17+35
Multichannel Customer Strategy	1	10	10	35
Applied Statistics	1	5	5	<i>Statistics</i>
Machine Learning	1	5		<i>Informatics</i>
Digital Technology	2	5		<i>Informatics</i>
Additive Manufacturing	1	5	5	16
Branding and Communication	2	5		<i>Design</i>
Public Management	1	5		35
Social Innovation	1	5		35
Purchasing and Supply Chain Management	1	5		17+35
Free GESLM	1-2	5	5	-
Free FREELM	1-2	5-8	8	-
Final Project (Thesis)	1-2	15	15	-

## Scenario and Market Needs

- After the **financial crisis** has hit many countries, reverting to a positive and constructive role is crucial for Finance today
- The Finance of the future needs to be **closer to the real economy** and to enterprises
- Financial markets have become **more and more complex** in terms of actors, tools, regulations and global interactions

## Jobs

- Employed mostly in financial companies, consulting, service and manufacturing companies: Asset & Investment Management, Corporate Finance, Investment & Commercial Banking, Risk Management, Accounting & Finance...

## Intended Learning Outcomes

- Knowledge of **financial markets** and their structure
- Knowledge of the main **financial intermediaries**
- Knowledge of the **finance unit** in large firms
- Knowledge of main **risk categories**, both financial and non-financial
- Knowledge of financing methods available to firms to **raise financial resources** during their life cycle
- Knowledge of the **main financial instruments** (e.g. derivatives, supports to internationalization)

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# Finance: 2<sup>nd</sup> year curriculum

Courses	Sem	ECTS	ECTS	SSD
Finance Lab + Corporate Finance	A	15	15	35
Financial Markets and Institutions + Macroeconomics of Finance	1	10	10	35+Economics
Financial Econometrics	2	5	5	Economics
Entrepreneurial Finance	1	5		35
Financial Risk Management	2	5		35
Investment Banking	1	5		35
Financial Econometrics	2	5	5	Economics
Entrepreneurial Finance	1	5		35
Entrepreneurship Economics and Policy	2	5		35
Financial Risk Management	2	5		35
Investment Banking	1	5		35
Operations Risk Management and Resilience	1	5		17
Free GESLM	1-2	5	5	-
Free FREELM	1-2	5-8	8	-
Final Project (Thesis)	1-2	15	15	-



## Scenario and Market Needs

- The international fragmentation of production systems and the **geographical dispersion** of the value chain have opened up new scenarios and opportunities
- This requires a comprehensive understanding of the **international business environment** (policies, regulations ...)
- Appropriate frameworks and methodologies are needed to compete in this global economy and understand the **interaction between firms' strategies, institutions and policies**

## Jobs

- Employed mostly in multinational companies, consulting and institutional organizations: foreign markets relationships, business development, export management, global sourcing ...

## Intended Learning Outcomes

- Acquire a **holistic view of the international business environment**, and how policies and regulations affect industries and firms
- Develop **analytical and pragmatic business capabilities**
- Develop **cross-cultural** interpersonal skills
- Be able to **connect the 'micro' firm view with the 'macro' view** of countries and regions
- Understand the **interaction between firms' strategies, economic and development policies, and the changing global environment**

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# International Business: 2<sup>nd</sup> year curriculum

Courses	Sem	ECTS	ECTS	SSD
Investments in Foreign Markets Lab	2	15	15	17+35
International Economics	1	10	10	<i>Economics</i>
Economics and Management of Multinational Enterprises	1	5	5	35
International Markets and European Institutions	1	5		<i>Economics</i>
Economics and Management of Multinational Enterprises	1	5	5	35
Global Supply Chains and Networks	1	5		17+35
International Distribution	2	5		17
International Markets and European Institutions	1	5		<i>Economics</i>
Free GESLM	1-2	10-13	13	-
Final Project (Thesis)	1-2	15	15	-



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