



UNIVERSITÀ  
CATTOLICA  
del Sacro Cuore

# GRADUATE PROGRAMS

M.SC. AND SPECIALIZING MASTERS A.Y. 2020/2021 - MILAN | BRESCIA | PIACENZA-CREMONA | ROME

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# Università Cattolica del Sacro Cuore

## OPEN NEW DOORS

Università Cattolica del Sacro Cuore, affectionately known as Cattolica, is a comprehensive university, covering an impressive range of programs from Medicine, Communication, Philosophy and the Arts, through to Economics & Business, Accounting & Finance, Agriculture, Psychology and Linguistics.

In the renowned QS World University Rankings by Subject 2019, Cattolica's ascendancy placed the University in formidable company, with 13 disciplines ranked in the top 300 in the world, or higher.

Studying at Cattolica is to study at one of our four distinct campuses, each teaching subjects relevant to their territory. Milan: Italy's economic, business and communication capital. Rome: the Eternal city, featuring the 2<sup>nd</sup> largest hospital in the country affiliated to Cattolica's Medical Faculty. Piacenza-Cremona: located at the cross-roads of Italy's famous agricultural heartland and a pivotal logistics hub. Brescia: art and tourism run through its veins but it also hosts Cattolica's cutting-edge Physics and Math labs.

Whichever your choice of location or subject, you remain part of one family. The Cattolica family.

One whose networks touch every corner of the globe, whose care and commitment towards every student binds us as one. And ensures an international study experience like no other.

ONE FAMILY.  
THE CATTOLICA FAMILY.





Graduation Day at Cattolica

# Università Cattolica FACTS & FIGURES

Founded in **1921**



**30,000**  
Students (FTE)

**4,400**  
International students

**12** Schools, **4** Campuses across Italy  
1. MILAN | 2. PIACENZA-CREMONA | 3. ROME | 4. BRESCIA

**200+** Italian-taught programs

**30+** English-taught programs

**80+** Research centers

**2,000** Faculty members



**13** Subjects in the TOP 300 QS World University Rankings by Subject 2019



**8,000**  
Internships per year

**#1 in Italy for  
Employer-Student connections**  
QS Graduate Employability Rankings 2019

**#101-110 Overall**  
QS Graduate Employability Rankings 2019



# Our campuses

## OPEN YOUR HEART

### MILAN IN THE SPOTLIGHT

- Milan is the economic capital of Italy with over 3,000 active companies present, ranging from SMEs to multinationals
- World capital of fashion and design brands. Annual international events take place in these sectors
- Conveniently positioned, making Milan an ideal transport hub with 3 airports, high-speed trains, and a 2-hour drive from the Alps and the Ligurian coast

### MILAN CAMPUS HIGHLIGHTS

- Located in the vibrant heart of the city, with household names at its doorsteps and surrounding campus area
- Originally a monastery restructured and designed by Renaissance architect Donato Bramante in the 16<sup>th</sup> century
- The biggest campus in terms of student population with over 20,000 students



### BRESCIA IN THE SPOTLIGHT

- Brescia has a long history, which embraces Roman, Medieval and Renaissance periods
- The city has a very active social and economic fabric
- Rich in cultural and leisure opportunities, it is a thriving tourist attraction, thanks to its proximity to renowned lakes Garda and Iseo

### BRESCIA CAMPUS HIGHLIGHTS

- 6 Schools: Foreign Languages and Literature, Humanities, Education, Psychology, Political and Social Sciences, Mathematics, Physics and Natural Science
- 10 Undergraduate programs, 12 Graduate programs, 1 International Ph.D. program
- The campus has four locations across the historic center of the city



### PIACENZA-CREMONA IN THE SPOTLIGHT

- A key position in the Northern Italian food valley where approximately 53,000 agricultural businesses are based
- 113 billion € contribution to the agri-food sector
- Piacenza is located less than 1 hour train ride away from Milan

### PIACENZA-CREMONA CAMPUS HIGHLIGHTS

- Piacenza-Cremona is home to 3,000 students. Smaller-sized classes provide an intimate atmosphere and a more personal approach
- Its strategic location makes it an ideal location for Agribusiness studies with on-campus laboratories and plain farm fields in close proximity
- Sports center with an area of 8,000 m<sup>2</sup> with two volleyball courts, a gymnasium, and an outdoor rock climbing wall



### ROME IN THE SPOTLIGHT

- The Eternal city and cradle of western civilization. A true cultural capital
- An open-air museum: picturesque and historic bliss, containing many of the world's most breathtaking masterpieces, from Michelangelo's ceiling in la Cappella Sistina, to the beautiful attractions in Piazza Navona, la Fontana di Trevi, il Vittoriano, il Colosseo, and many more
- A popular set of Academy Award-winning movies: The Great Beauty, La Dolce Vita, and Roman Holiday among others

### ROME CAMPUS HIGHLIGHTS

- Home to Cattolica's internationally acclaimed School of Medicine and Surgery which started teaching medicine in November 1961. The School is affiliated with the Policlinico Gemelli University Hospital, which opened in 1964
- 43 faculty members are listed among the Top Italian Scientists
- On-campus residences available for international students

# Notable Alumni

## OUR INSPIRING GRADUATES

Cattolica's multidisciplinary approach prepares outstanding graduates for both the private and the public sectors. Where could your program take you? Become one of Cattolica's inspiring graduates!



**Rocco and Christina Baldassarre**  
Founders Zebra Advertisement |  
Forbes 30 under 30



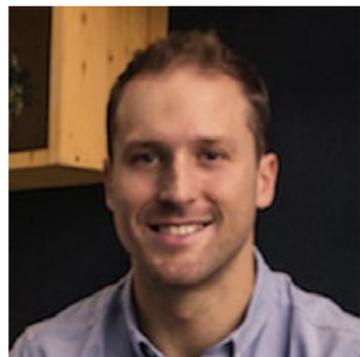
**Nausicaa Dell'Orto**  
Production Department, NFL Films



**Massimiliano Pogliani**  
CEO IllyCaffè



**Concetta Lanciaux**  
Vice-President of fashion house Louis  
Vuitton Moët Hennessy



**Tommaso Migliore**  
CEO & Founder - MDOTM (Selected  
for the Silicon Valley acceleration  
program powered by Google for  
Entrepreneurs)



**Federica D'Alessandra**  
Co-Vice Chair of the International Bar  
Association's War Crimes Committee  
| Forbes 30 under 30



**Romano Prodi**  
Former Prime Minister and EU  
Commission President



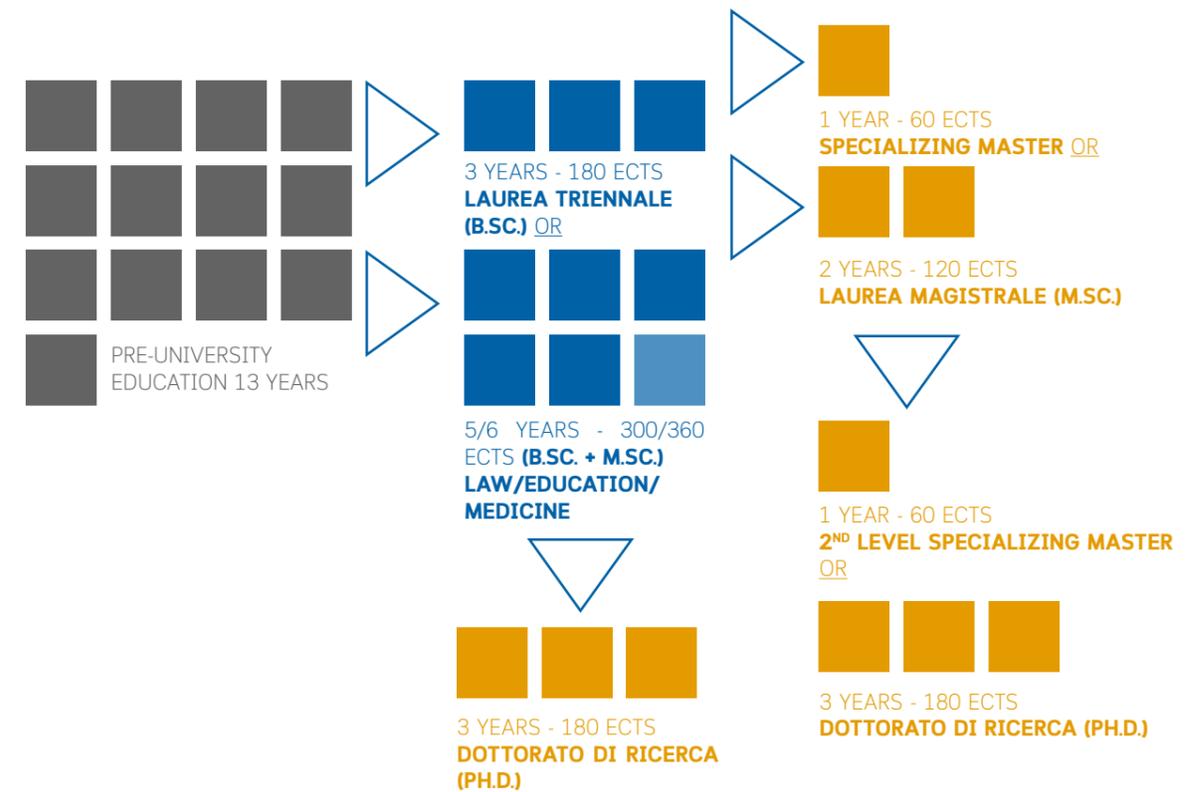
**Claudio Luti**  
President Kartell | President Salone  
del Mobile



**Lorenzo Ornaghi**  
Former Rector and Minister of  
Cultural Heritage

# The Italian Higher Education System

## STEP BY STEP



### Graduate Degree/Master of Science - M.Sc. (Laurea Magistrale)

Course duration: 2 years

ECTS/Credit points: 120

Undertaken after the undergraduate degree and aimed at providing rigorous, advanced training in more highly specialized areas. Enables students to apply for a Ph.D. at any Italian or international university.

### Specializing Master (Master Universitario)

Course duration: 1 year

ECTS/Credit points: 60

A professionalizing program providing practical knowledge and training through coursework and internships. These masters programs within the Italian education system do not generally allow access to a Ph.D. program upon completion of the Master. Recognition of the Specializing Master towards a Ph.D. program outside of Italy will depend on local state regulations or individual doctoral programs. Cattolica's English-taught 1-year specializing Master programs include consultancy work projects that may lead to internships/job opportunities.

### What are the differences between 2-year M.Sc. degrees and 1-year Specializing Masters?

#### THE 2-YEAR M.SC. DEGREE:

- Is an academic degree of 120 ECTS
- Requires a similar academic background for access
- Provides advanced academic knowledge in highly specialized areas. Students will write a final dissertation
- The degree enables students to apply for a PhD at any Italian or international university, as well as to internships/job opportunities

#### THE 1-YEAR SPECIALIZING MASTER DIPLOMA:

- Is a professionalizing diploma of at least 60 ECTS
- Welcomes students from different academic backgrounds
- Focuses on specific topics and provides practical skills. There is dedicated time for an internship or project work and students will not write a final dissertation
- The diploma does not give students direct access to a PhD but leads to internships/job opportunities

# 2-YEAR MASTER OF SCIENCE (M.Sc. - LAUREA MAGISTRALE)



|  |   |  |  |
|--|---|--|--|
| M.Sc. IN ACTUARIAL SCIENCES FOR INSURANCE   P. 13          | M.Sc. IN AGRICULTURAL AND FOOD ECONOMICS   P. 14      | M.Sc. IN THE ART AND INDUSTRY OF NARRATION   P. 15 | M.Sc. IN BANKING AND FINANCE   P. 16                   |
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| M.Sc. IN HEALTHCARE MANAGEMENT   P. 21                     | M.Sc. IN INNOVATION AND TECHNOLOGY MANAGEMENT   P. 22 | M.Sc. IN MANAGEMENT   P. 23                        | M.Sc. IN METHODS AND TOPICS IN ARTS MANAGEMENT   P. 24 |

## Actuarial sciences for insurance

LAUREA MAGISTRALE  
IN STATISTICAL AND  
ACTUARIAL SCIENCES

| Campus       | School  | Duration                        | Total ECTS | Edition n. |
|--------------|---|---------------------------------|------------|------------|
| Milan, Italy | Banking, Finance and Insurance Sciences   Economics | September 2020 - September 2022 | 120        | 4          |

### Course overview

The M.Sc. in Actuarial sciences for insurance develops the following skills, competencies and abilities:

- Strong knowledge of statistical methodology and its applications in the fields of economics, economic-management, finance, demography, sociology, insurance and social security
- Thorough knowledge of mathematical models, specifically probability models to apply to finance and actuarial phenomena as well as economic and corporate sciences
- Deep knowledge of quantitative models in the area of risk management
- Mastery of logic, conceptual and methodological tools for planning and executing research for the analysis and evaluation of complex systems linked to economies, production, markets, insurance problems and the environment, with a specific reference to the occurrence of damaging events
- Corresponding ability to build models that explain and foresee phenomena being studied and establish their applicability and validity with data analysis, and therefore a highly qualifying operating ability in the field of quantitative analysis of economic, corporate, socio-demographic and financial problems related to social security and insurance

### Curriculum: Actuarial sciences for insurance

#### FIRST YEAR CREDITS

- Data analysis for insurance (10 ECTS/CFU)
- Advanced calculus and stochastic processes (9 ECTS/CFU)
- Insurance law and regulation (6 ECTS/CFU)
- Economic statistics (8 ECTS/CFU)
- Accounting and management in insurance (10 ECTS/CFU)
- Actuarial life insurance (7 ECTS/CFU)
- Econometrics (8 ECTS/CFU)
- Quantitative methods for finance (4 ECTS/CFU)

#### SECOND YEAR CREDITS

- Economics for finance (8 ECTS/CFU)
- Insurance statistics and advanced risk theory (11 ECTS/CFU)
- Actuarial non-life insurance (8 ECTS/CFU)
- Actuarial social security and pension funds (6 ECTS/CFU)
- Foreign language (French, Spanish, German or Italian for international students) (3 ECTS/CFU)
- Elective courses<sup>(1)</sup> (10 ECTS/CFU)
- Thesis (12 ECTS/CFU)

<sup>(1)</sup> Elective courses list:

#### ECONOMIC AND BUSINESS AREA

Applied econometrics (8 ECTS/CFU); Derivative securities pricing (8 ECTS/CFU); Risk management (8 ECTS/CFU).

#### LEGAL AREA

EU risk governance regulation (5 ECTS/CFU).

#### STATISTICAL AREA

Applied econometrics (8 ECTS/CFU); Derivative securities pricing (8 ECTS/CFU); Risk management (8 ECTS/CFU); Legal area; EU risk governance regulation (5 ECTS/CFU).

### DID YOU KNOW?

An Actuary is a business professional, with a solid background in mathematics, statistics, and financial theory. Qualified graduates in Actuarial Sciences have skills highly requested by the market, especially in insurance and financial services sectors with an increasing offer for Enterprise Risk Management positions also in other economic sectors (as utilities, manufacture industries, etc.).

#### APPLIED MATHEMATICAL AREA

Quantitative risk management (5 ECTS/CFU); Actuarial and financial modeling for solvency II (5 ECTS/CFU); Internship (5 ECTS/CFU); Introduction to actuarial mathematics and risk theory (10 ECTS/CFU)\*.

\* Students who need to strengthen their knowledge in Actuarial mathematics, Risk theory and Advanced mathematics (depending on their Bachelor Degree) might be required to attend this course at the beginning of the program in order to be in line with the other students to follow properly the advanced actuarial courses (in the study plan, this will substitute the elective courses).

#### Double degree

The Master's Degree Program in Statistical and Actuarial Sciences offers its students the possibility of obtaining at the conclusion of their study path a double qualification:

- M.Sc. degree in Statistical and Actuarial Sciences (Università Cattolica del Sacro Cuore) | Graduate Degree in Mathematical Finance (UNC Charlotte, USA).

#### Career opportunities

Graduates will be able to apply their skills in insurance, banking, and more generally companies embracing the fast growing digital revolution. The program will enable them to fill jobs at high professional levels both in private companies and state or local public institutions; that is to say, in medium and large businesses, banks, insurance companies and welfare institutions. Specifically, the curriculum in Actuarial Sciences for Insurance prepares for the role of Actuary and Risk Manager.

#### Program-specific entry requirements

Students should have acquired at least 12 ECTS in the area of Statistics; 14 ECTS in the area of Mathematics, and at least 26 ECTS in a larger pool of subjects which may include further exams in Mathematics or Statistics, as well as in Economics and Computer Science.

See the entry requirements section at page 49 for general graduate requirements (e.g. language prerequisites).

# Agricultural and Food Economics

LAUREA MAGISTRALE IN  
AGRICULTURAL AND FOOD ECONOMICS

| Campus         | School  | Duration                        | Total ECTS | Edition n. |
|----------------|---|---------------------------------|------------|------------|
| Cremona, Italy | Agricultural, Food and Environmental Sciences | September 2020 - September 2022 | 120        | 9          |

## Course overview

The M.Sc. in Agricultural and Food Economics boasts one of the world's most renowned teams of Agriculture academics, scientists and researchers; a team at the forefront of food innovation and technology, whose expertise extends to developing tracking systems for any product transported across the European Union.

Our campus in Cremona is located in the Lombardy Region, which in itself has over 53,000 agricultural businesses and contributes €113 billions to the agri-food industry revenue. It is also the most advanced region in Italy with regards to biotechnology, with 78 companies operating in the sector.

Thanks to the exposure to this environment, students acquire skills and competences that are fundamental to analyze the agri-food system and to operate in the various functional areas of businesses and organizations.

Students can tailor their academic curriculum by choosing between two paths:

- Agri-food economics and management
- Food consumer studies

## Career opportunities

Graduates can enjoy various professional opportunities, all characterized by a strong international dimension. Some examples are:

- Managerial positions in agri-food corporations (multinational food companies, small and medium enterprises, retail chains);
- Managerial positions in professional associations linked to the agricultural and food sector
- Consultants for agricultural and food companies
- Professional positions in international organizations
- Research positions in universities or applied research companies

## Curriculum

### FIRST YEAR CREDITS

- Business management and finance (12 ECTS/CFU):
  - Management basics
  - Financial accounting and business evaluation
- Technology for food health and safety (10 ECTS/CFU):
  - Principles of food protection
  - Principles of food hygiene
- Economic fundamentals of the agri-food system (10 ECTS/CFU):
  - Economics of the agri-food system
  - Microeconomics of the agri-food system
- Quantitative methods (12 ECTS/CFU):
  - Applied statistics for the agri-food system
  - Applied econometrics for the agri-food system
- Industrial organization (10 ECTS/CFU)
  - Strategic decision making
  - Industrial organization of the food system

## DID YOU KNOW?

The M.Sc. is taught by the Postgraduate School at Università Cattolica, SMEA. The School has 35 years of experience in graduate education and advanced scientific research in the field of agricultural and food economics and business. This is the first and only master degree in Italy certified by ASFOR (the Italian Association for Management Education Development) in the category "Master of Science in Business & Management". This prestigious recognition, awarded in June 2012, acknowledges SMEA graduate school's performance in shaping talents to take on the challenges of the Italian and international agri-food systems.

- Agricultural and food marketing (7 ECTS/CFU)
- Soft skills and entrepreneurship (1 ECTS/CFU)

### SECOND YEAR CREDITS

In the second year of their curriculum students have an option between a "Agri-food economics and management" and a "Food consumer studies" profile.

#### Common credits

- Agricultural and food market institutions (6 ECTS/CFU)
- Economics of agricultural and food markets (6 ECTS/CFU)
- Seminar on theological issues
- Optional courses\* (10 ECTS/CFU)
- Seminars (1 ECTS/CFU)
- Thesis (20 ECTS/CFU)

#### "Agri-food economics and management" profile credits

- Agricultural and food supply chain management (5 ECTS/CFU)
- Business planning for start-up (5 ECTS/CFU)
- Business strategy and leadership (5 ECTS/CFU)

#### "Food consumer studies" profile credits

- Multi-channel retail marketing (5 ECTS/CFU)
- Food consumer psychology and market intelligence (5 ECTS/CFU)
- Qualitative research methods for the agri-food system (5 ECTS/CFU)

#### \* SUGGESTED OPTIONAL COURSES:

- Agricultural and food legislation (5 ECTS/CFU)
- Agricultural, food and environmental policies (5 ECTS/CFU)
- Food footprint: the environmental impact of the agri-food chain (5 ECTS/CFU)
- Italian language and civilization (5 ECTS/CFU)<sup>1</sup>

<sup>1</sup> only for non-Italian students

Students selecting each profile can also take up to one of those characterizing the other profile as an optional course.

Selected students can attend one or two semesters in the following partner universities:

#### DOUBLE DEGREE PROGRAMS

- Friedrich-Wilhelms-Universität Bonn (Germany)
- Université Catholique de Louvain (Belgium)
- Uppsala Universitet (Sweden)
- Wageningen University (Netherlands)

#### ERASMUS/EXCHANGE PROGRAMS

- Technische Universität München (Germany)
- Iowa State University (USA)
- North Dakota State University (USA)
- University of California, Davis (USA)
- James Cook University (Australia)
- Royal Melbourne Institute of Technology (Australia)

#### Entry requirements

See the entry requirements section at page 49 for general graduate requirements (e.g. language prerequisites).

# The Art and Industry of Narration

LAUREA MAGISTRALE IN  
LINGUE, LETTERATURE E  
CULTURE STRANIERE

FROM LITERATURE TO CINEMA AND TV

| Campus       | School                                      | Duration                        | Total ECTS | Edition n. |
|--------------|---|---------------------------------|------------|------------|
| Milan, Italy | Linguistic Sciences and Foreign Literatures | September 2020 - September 2022 | 120        | 1          |

## Course overview

This course is intended to culturally prepare students and to give them important and basic professional skills for all the different jobs that are related with the creation and editing, publication, distribution of narrative content in its various forms: literature, comics, animation, TV series, cinema and all the other different forms that use story-telling as a tool of communication. The course also has a special focus on the creation of contents for kids and animation.

The aim of the course is, on the one side, to give a strong foundation in English and American culture and literature, both having worldwide diffusion in contemporary society, and, on the other, to furnish some important basic tools in highly specific areas like writing for cinema and television, the industry of publishing, the history and production of animation, literature and TV series for kids.

## Curriculum

### FIRST YEAR CREDITS

- Communicative and negotiatory strategies of the English language (12 ECTS/CFU)
- English drama on stage and on screen (8 ECTS/CFU)
- History and industry of international cinema (8 ECTS/CFU)
- The art and industry of publishing (4 ECTS/CFU)
- From novel to film: Britain (12 ECTS/CFU) (with a seminar of Comparative literature across borders)
- Writing for cinema and television (8 ECTS/CFU)
- Writing and producing for animation (with a seminar of literature, cinema and TV for kids and young audiences) (8 ECTS/CFU)

### SECOND YEAR CREDITS

- English specialized texts (8 ECTS/CFU)
- Transmedia storytelling (4 ECTS/CFU)
- From novel to film: USA (8 ECTS/CFU)
- Contemporary Italian cinema (4 ECTS/CFU)

## DID YOU KNOW?

The program aims to eliminate artificial barriers between different areas like fiction, TV series, cinema, that have a large and significant common base in the time-honoured tradition of narration, being all based on stories, characters, themes.

■ Two different options are possible:

- Foreign language (8 ECTS/CFU) (plus 8 ECTS during the first year: in this case the student will only take 4 ECTS/CFU in English drama on stage and on screen and only 4 ECTS/CFU in From novel to film)
- Elective courses (8 ECTS/CFU) available from the School of Linguistic Sciences and Foreign Literatures (in Italian or English)
- Elective course or Internship (4 ECTS/CFU)
- Final written dissertation (24 ECTS/CFU)

## Career opportunities

At the end of the course students may apply for jobs related to the development, evaluation and distribution of narrative contents, both in the more classic areas of fiction and publishing, as well as in TV, cinema, internet, not excluding other areas (like social media) that make use of storytelling tools.

#### Entry requirements

See the entry requirements section at page 49 for general graduate requirements (e.g. language prerequisites).

# Banking and Finance

LAUREA MAGISTRALE IN  
BANKING AND FINANCE

| Campus       | School                                  | Duration                        | Total ECTS | Edition n. |
|--------------|---|---------------------------------|------------|------------|
| Milan, Italy | Banking, Finance and Insurance Sciences | September 2020 - September 2022 | 120        | 12         |

## Course overview

The M.Sc. in Banking and Finance provides advanced training in the key areas of trading and risk management. A significant feature of this program is the combination of strong analytical foundations and applications that deal with real world issues.

Students will learn to integrate financial models, firm-specific as well as industry and economic factors in their decision-making process.

The program includes encounters with highly qualified speakers from areas such as the financial industry, internship programs in major Italian and international financial institutions, and exchange programs in European and American universities.

## Curriculum

### FIRST YEAR CREDITS

- Advanced financial accounting (5 ECTS/CFU)
- Advanced microeconomics (5 ECTS/CFU)
- Applied econometrics (8 ECTS/CFU)
- Applied statistics for finance (6 ECTS/CFU)
- Corporate finance (8 ECTS/CFU)
- Derivative securities pricing (8 ECTS/CFU)
- Monetary economics (6 ECTS/CFU)
- Principles of financial regulation (10 ECTS/CFU)
- Quantitative methods for finance (8 ECTS/CFU)

### SECOND YEAR CREDITS

- Investment risk management (4 ECTS/CFU)
- Foreign language (French, German, Spanish or Italian for international students) (4 ECTS/CFU)
- Market microstructure (8 ECTS/CFU)
- Risk management (8 ECTS/CFU)
- Electives (12 ECTS/CFU)
- Thesis (20 ECTS/CFU)

## Electives courses list

- Corporate governance and social responsibility - I part (4 ECTS/CFU)
- EU risk governance regulation (5 ECTS/CFU)
- International corporate finance (8 ECTS/CFU)
- International financial markets (4 ECTS/CFU)
- Project management (8 ECTS/CFU)
- Real estate finance (4 ECTS/CFU)
- Internship (8 ECTS/CFU)

## DID YOU KNOW?

The M.Sc. in Banking and Finance is accredited by the Chartered Financial Analyst Institute (CFA). The degree therefore participates in the affiliation program awarded to those universities that offer degrees that meet specific quality requirements with reference to the teachings given in the area of management of the investments. In relation to its international diploma, CFA will provide 7 scholarships to enroll to the CFA program for free and benefit from a reduction in exam-registration fees.

## Double degree

The M.Sc. in Banking and Finance offers its students the possibility of obtaining a double qualification at the conclusion of their study path:

- MSc. degree in Banking and Finance (Università Cattolica del Sacro Cuore) | MSc in Mathematical Finance o MSc in Economics (UNC Charlotte, USA)
- MSc. degree in Banking and Finance (Università Cattolica del Sacro Cuore) | MSc in Global Finance (Fordham University, USA)
- MSc. degree in Banking and Finance (Università Cattolica del Sacro Cuore) | MSc in Banking and International Finance (BIF) or MSc in Corporate Finance (MF) or MSc in Finance (Cass Business School, UK)
- MSc. degree in Banking and Finance (Università Cattolica del Sacro Cuore) | MSc in Finance (HSE-Saint-Petersburg, Russia)

## Career opportunities

Graduates from the program will gain both the technical knowledge and the methodological tools suited to pursue professional and managerial careers in banks, asset management companies, security firms, large corporations (particularly in the Treasury and Finance departments), and regulators. Professional consulting positions in all areas of Banking and Finance represent another option for graduates.

## Entry requirements

See the entry requirements section at page 49 for general graduate requirements (e.g. language prerequisites).

# Data Analytics for Business and Economics

LAUREA MAGISTRALE  
IN STATISTICAL AND  
ACTUARIAL SCIENCES

| Campus       | School  | Duration                        | Total ECTS | Edition n. |
|--------------|---|---------------------------------|------------|------------|
| Milan, Italy | Banking, Finance and Insurance Sciences   Economics | September 2020 - September 2022 | 120        | 4          |

## Course overview

The M.Sc. degree in Data Analytics for Business and Economics prepares its graduates to design and build data-driven systems for decision-making in companies and organizations, through a curriculum that includes cutting-edge tools as well as practical activities conducted by professionals, exposing students to actual analytics problems.

Students will gain knowledge of statistical tools for summarizing and visualizing data; advanced skills for analyzing big data, finding patterns in data, using modern techniques in computational statistics, statistical learning and data mining skills to apply the methodology to business problems, with data-driven solutions.

Each student must complete their course of studies with an internship, or a research assistantship or a project which can be linked to the final thesis.

## Curriculum

### FIRST YEAR CREDITS

- Stochastic modeling (8 ECTS/CFU)
- Statistical inference (8 ECTS/CFU)
- Computational statistics (8 ECTS/CFU)
- Mathematical methods (8 ECTS/CFU)
- Data management and warehousing (8 ECTS/CFU)
- Digital management (8 ECTS/CFU)
- Dynamic economic analysis (8 ECTS/CFU)
- Patents and property rights for big data (6 ECTS/CFU)

### SECOND YEAR CREDITS

- Statistical learning (8 ECTS/CFU)
- Empirical research (8 ECTS/CFU)
- Two courses among the following (16 ECTS/CFU):
  - Business analytics and data mining
  - Digital marketing
  - Finance and risk management
  - Complex economic systems
- Elective courses<sup>1</sup> (8 ECTS/CFU)
- Internship/Research assistantship/Project (6 ECTS/CFU)
- Thesis (12 ECTS/CFU)

### <sup>1</sup> Elective courses list:

- Critical thinking (4 ECTS/CFU)
- Design of experiments (4 ECTS/CFU)
- Text mining (4 ECTS/CFU)
- Behavioral studies (4 ECTS/CFU)
- Project management (4 ECTS/CFU)
- Statistical modeling (Bayesian statistics) (8 ECTS/CFU)

## DID YOU KNOW?

Classes are held on the main University campus in Milan, which as of 2019 is Italy's start-up capital, with over 1,770 start-ups, contributing 17% of the national total. The shortage of qualified graduates in the area of Data Science and Analytics is already a serious constraint in many sectors of the economy. Companies are eagerly looking for people having skills in modern computational tools, statistics and machine learning, and capable to evaluate opportunities for data-driven value creation within companies and organizations. By 2020, big-data related jobs are expected to grow at 23% per year, leading to a foreseen shortage of up to 1 million analysts worldwide.

## Career opportunities

This program will prepare you to enter one of the fastest growing areas in terms of job opportunities in the coming years, namely Data Science and Analytics. Possible future careers include: data analyst, big data analytics specialist, business analytics manager, digital marketing specialist.

## Program-specific entry requirements

Students should have acquired at least 12 ECTS in the area of Statistics; 14 ECTS in the area of Mathematics, and at least 26 ECTS in a larger pool of subjects which may include further exams in Mathematics or Statistics, as well as in Economics and Computer Science.

See the entry requirements section at page 49 for other general graduate requirements (e.g. language prerequisites).

| Campus       | School    | Duration                        | Total ECTS | Edition n. |
|--------------|-----------|---------------------------------|------------|------------|
| Milan, Italy | Economics | September 2020 - September 2022 | 120        | 10         |

### Course overview

The M.Sc. in Economics is led by internationally recognized economists. The program promotes active learning through constant interaction with faculty members, extensive laboratory sessions and direct involvement in research activities thanks to established internship programs.

During the first year, students will study the foundations of economics and quantitative analysis. During the second year, the curriculum also offers a Research Assistantship (RA) and internship programs. The RA program is targeted to students interested in academic research. Students attending the program will be given the opportunity to work with a member of the Department of Economics and Finance on ongoing research projects. Topics of the project range across different fields in economics and may be empirical as well as theoretical. The internship program is instead targeted to students interested in pursuing a professional career in national and international firms, private and public organizations, research centers, banks and financial institutions. Partners include, among others, IRS (Istituto per la Ricerca Sociale – Institute for Social Research), Nomisma, REF Ricerche, Intesa San Paolo research unit, Ipsos, Assolombarda, Ispra Joint Research Center (European Commission).

### Curriculum

#### FIRST YEAR CREDITS

- Microeconomics (8 ECTS/CFU)
- Macroeconomics (8 ECTS/CFU)
- Mathematics for economic analysis (8 ECTS/CFU)
- Empirical economics (8 ECTS/CFU)
- Statistical modeling (8 ECTS/CFU)
- Two business courses among the following (16 ECTS/CFU):
  - Public management
  - Supply chain management
  - Performance measurement
  - Corporate governance and social responsibility
  - Business communication
- One law course (8 ECTS/CFU) among:
  - Transnational commercial law
  - Principles of financial regulation

#### SECOND YEAR CREDITS

- Three Economics courses (GDE) among the following (24 ECTS/CFU):
  - Industrial organization
  - International economics
  - Labor economics
  - Monetary economics and asset pricing
  - Political economy of the European Union
  - Political and public economics
  - Policy evaluation

### DID YOU KNOW?

In 2019 Università Cattolica was ranked among the world's top 200 best Universities in the Economics and Econometrics subject area. Source: QS World University Rankings by Subject 2019.

- One of the following (student's choice subject to approval) (8 ECTS/CFU):
  - A course in Economics (GDE), or
  - Internship program, or
  - A course among:
    - › Applied statistics and big data (advanced)
    - › Quantitative methods for finance
    - › International corporate finance
    - › Corporate finance
    - › Project management
    - › A course in Business (GDA)
    - › A course in Law (GDG)
- Final dissertation (24 ECTS/CFU)

### Career opportunities

Our graduates have found employment among reputable international companies including: Eurizon, Deloitte, Oxford Policy Management, Intesa San Paolo, Chatham House. And in academia: some of our students have completed or are now completing their Ph.D. at Universitat Pompeu Fabra, Brown University, University of Nottingham, Scuola Superiore Sant'Anna and Università Cattolica del Sacro Cuore, and include winners of prestigious scholarships granted by the Bank of Italy.

#### Program-specific entry requirements

- Ideal candidates have a background in economics and quantitative methods: we welcome applications from students with majors in economics, mathematics, statistics, or business studies.
- Students with strong quantitative background (e.g. in Engineering or Physics) may also be favorably considered.
- Applications from students who did not major in the previously mentioned subjects will also be evaluated. In these cases submission of an official report for the GRE or the GMAT test with a satisfactory performance level in the quantitative section would help increase their chances of admission.

See the entry requirements section at page 49 for other general graduate requirements (e.g. language prerequisites).

| Campus         | School                                       | Duration                        | Total ECTS | Edition n. |
|----------------|--|---------------------------------|------------|------------|
| Cremona, Italy | Agriculture, Food and Environmental Sciences | September 2020 - September 2022 | 120        | 1          |

### Course overview

The M.Sc. in Food Processing will enable students to generate new food products and modify existing products and processes, as well as implementing new methods to improve food quality. Students will acquire skills regarding scientific and engineering principles in research and development but will also be qualified to prepare and submit product costs, based on acquisition of raw materials and manufacturing budgets. The program will teach students to check and improve the food safety and quality metrics, from conception to market. At the end of the program students will be proficient in developing and implementing waste management specifications, and manage the «circular economy» approach in food process.

### Curriculum

#### FIRST YEAR CREDITS

- Raw materials (12 ECTS/CFU)
  - Grains and vegetables
  - Fruit science
  - Animal sources
- Physical chemistry and biochemistry of food (12 ECTS/CFU)
- Food microbiology (11 ECTS/CFU)
- Agricultural and food supply chain management (5 ECTS/CFU)
- Food technology and plants (10 ECTS/CFU)
- Food quality assurance and international certifications (5 ECTS/CFU)

#### SECOND YEAR CREDITS

- Food processing (10 ECTS/CFU)
- Innovation in food packaging (8 ECTS/CFU)
- Process control and digitalization in food industry (6 ECTS/CFU)
- Agricultural and food legislation (5 ECTS/CFU)
- Digital data processing (5 ECTS/CFU)
- Soft skill seminars (1 ECTS/CFU)
- Elective courses (10 ECTS/CFU)
- Final dissertation (20 ECTS/CFU)

### DID YOU KNOW?

Italy holds a leading position in equipment for food production such as packaging machines or pasteurizers, and is leading the digitalization of the agri-food system. The Food Processing program will provide students with an experience in this field.

### Career opportunities

Graduates from the M.Sc. in Food Processing have both the technical knowledge and the skills required to pursue careers in companies and large corporations connected to the food industry. Graduates will be able to cover the following tasks and operations:

- Managing technological innovation in food industry
- Managing environmental sustainability programs in food industry
- Managing the selection and use of new ingredients in food production
- Managing the evolution of traditional foods into world-wide accepted delicacies
- Managing the whole food chain into a circular economy approach

#### Program-specific entry requirements

- Ideal candidates have a background in Science and Food Technology
- We welcome applications from students with other Bachelor degrees (i.e. Biotechnology, Biological Sciences, etc.), however candidates may be required to take integrative exams on Microbiology and Food Technology.

See the entry requirements section at page 49 for other general graduate requirements (e.g. language prerequisites).

# Global Business Management

LAUREA MAGISTRALE  
IN GLOBAL BUSINESS  
MANAGEMENT

| Campus          | School            | Duration                        | Total ECTS | Edition n. |
|-----------------|-------------------|---------------------------------|------------|------------|
| Piacenza, Italy | Economics and Law | September 2020 - September 2022 | 120        | 4          |

## Course overview

The M.Sc. in Global Business Management program aims to endow students with skills to work in different social and cultural contexts, and to review, develop and implement the issues that typically arise when firms go global. Students will be able to quickly adapt to an international environment, whilst understanding the dynamics, and knowing how to effectively identify solutions to managerial problems in such settings.

The program presents two types of courses to balance traditional management knowledge with the specialization and the development of specific internationalization-oriented skills:

- subjects related to managerial disciplines (strategy, HRM, accounting);
- subjects related to business issues and problems typically associated with the internationalization processes and the understanding of economic issues (managerial economics, financial reporting and performance measurement, business and government relations).

## Curriculum

### FIRST YEAR CREDITS

- Strategy and international business (10 ECTS/CFU)
  - Module Corporate strategy (5 ECTS/CFU)
  - Module International business (5 ECTS/CFU)
- Economics of global competitiveness and sustainability (5 ECTS/CFU)
- Sustainability management (5 ECTS/CFU)
- Managerial economics (10 ECTS/CFU)
  - Module Competitive behavior (5 ECTS/CFU)
  - Module Economics scenarios (5 ECTS/CFU)
- International affairs (10 ECTS/CFU)
  - Module Business government relations (4 ECTS/CFU)
  - Module International corporate taxation and tax planning (6 ECTS/CFU)
- Performance measurement and controlling (10 ECTS/CFU)
  - Module International financial reporting (5 ECTS/CFU)
  - Module Performance measurement and incentives (5 ECTS/CFU)
- Corporate finance (5 ECTS/CFU)
- Internship (6 ECTS/CFU)

### SECOND YEAR CREDITS

- International human resource management (5 ECTS/CFU)
- Intercultural marketing (10 ECTS/CFU)
  - Module Distribution and trade decisions (5 ECTS/CFU)
  - Module Sociology of consumer behavior (5 ECTS/CFU)
- Business ethics (5 ECTS/CFU)
- Business analytics (6 ECTS/CFU)
- Elective courses \* (15 ECTS/CFU)
- Thesis (18 ECTS/CFU)

## Did you know?

The close relationship between students and professors is an added value at Università Cattolica's Piacenza campus. Here, students are given the unique opportunity to taste the managerial culture that created the first industrial districts, the creativity that placed many Italian companies in the top positions in global rankings because of the Italian innovative managerial culture.

### \* ELECTIVE COURSES:

Students must choose three of the following courses:

- Corporate governance
- Mergers and acquisitions
- Public private partnership
- Data science and management
- Silicon Valley immersion program
- Supply chain and operation management
- Financial markets and institutions

### Double Degree

The M.Sc. in Global Business Management offers its students the possibility of obtaining a double qualification at the conclusion of their study path:

- M.Sc. degree in Global Business Management (Università Cattolica del Sacro Cuore) | MBA in International Business (California State University San Marcos, USA)
- M.Sc. degree in Global Business Management (Università Cattolica del Sacro Cuore) | Master in International Management (Université Catholique de Lille, France)

### Career opportunities

Graduates from the M.Sc. in Global Business Management have both the technical knowledge and the methodological tools suited to pursue professional and managerial careers in large multinational corporations and international institutions such as the World Trade Organization, the International Monetary Fund, the World Bank and the European Commission and the European Parliament. Yet their learning of abilities of how to deal with international and multicultural issues should also enable them to work within domestically owned corporations, and SMEs, where flexibility and the ability to adapt come first. Graduates from the program are given the unique opportunity to take advantage of the interaction with guest speakers coming from the most innovative business models.

### Entry requirements

See the entry requirements section at page 49 for general graduate requirements (e.g. language prerequisites).

# Healthcare Management

LAUREA MAGISTRALE IN ECONOMIA E  
GESTIONE DEI SERVIZI

| Campus      | School                           | Duration                        | Total ECTS | Edition n. |
|-------------|----------------------------------|---------------------------------|------------|------------|
| Rome, Italy | Economics - Medicine and Surgery | September 2020 - September 2022 | 120        | 5          |

## Course overview

The Healthcare Management (HEMA) program is designed for students interested in pursuing a career in the healthcare sector, in both public and private organizations. The curriculum is structured to achieve a good balance between economics, management and statistics, the three core-areas of study. An important feature of the HEMA program is that all courses are shared between a resident faculty member and a visiting professor from abroad. This will allow students the opportunity to learn in a truly international, multidisciplinary and dynamic environment. The program is characterized by an extensive use of case studies as a way to introduce students to a wide range of practical management issues in healthcare organizations. In addition, HEMA students will be part of a prestigious University that – besides a strong reputation in research and education – holds a strong set of values that considers the integrated and balanced development of each community and of each citizen at the center of the healthcare system.

## Career opportunities & professional recognition

Our graduates will have strong management competencies and skills as well as a good understanding of the sector's dynamics and characteristics particularly valuable to pursuing careers in organizations such as:

- Healthcare providers like hospitals, nursing homes and local health authorities
- Companies supplying medical equipment and devices, pharmaceuticals and biotechnologies
- Governmental agencies in charge of regulating the healthcare system
- Insurance companies
- Consulting companies

## Curriculum

### FIRST YEAR CREDITS

- International law and health (8 ECTS/CFU)
- Statistics and big data (8 ECTS/CFU)
- Quality and operations management (8 ECTS/CFU)
- Management and innovation in health & social services (8 ECTS/CFU)
- Health economics (8 ECTS/CFU)
- Human resources management in complex organizations (8 ECTS/CFU)
- Financial and management accounting in healthcare (8 ECTS/CFU)
- Epidemiology (8 ECTS/CFU)

### SECOND YEAR CREDITS

- Planning and control in healthcare (8 ECTS/CFU)
- Healthcare and insurance in comparative systems (8 ECTS/CFU)
- Pharmacoconomics and health technology assessment (8 ECTS/CFU)
- Health econometrics and program evaluation (elective) (8 ECTS/CFU)
- Internship (8 ECTS/CFU)
- Dissertation (16 ECTS/CFU)

## Did you know?

Università Cattolica has invested extensively in the past 15 years in the area of healthcare management, creating specific research centers, graduate schools and programs. This course benefits from the partnership between the School of Economics and the School of Medicine & Surgery. This program also benefits from the close relationship with the on-campus teaching hospital: Policlinico Agostino Gemelli, a state-of-the-art hospital used as a laboratory for testing theories and experimenting innovative teaching methods.

## Faculty & teaching staff

### VISITING FACULTY IN RECENT YEARS

- Joseph Coyne (Washington State University, USA), Accounting
- Joan Costa-i-Font (London School of Economics and Political Science, UK), Health economics
- Gillie Gabay (College of Management Academic Studies, Israel), Healthcare management
- Paul Gemmel (Ghent University, Belgium), Quality and Operation Management
- Stefano Gliozzi (IBM), Statistics
- William Greene (Stern School of Business, New York University, USA), Health Econometrics
- Zahirul Hoque (La Trobe Business School, Melbourne, Australia), Accounting
- Nuno Lunet (University of Porto, Portugal), Epidemiology
- Francesco Moscone (Brunel University, London, UK), Health Economics
- Ligia Paina (Johns Hopkins Bloomberg School of Public Health, Baltimore, USA), Public Health
- Elena Pizzo (University College London, UK), HTA
- Thomas Rapp (Université Paris Descartes - Sorbonne Paris Cité, France), HTA
- Roberto Ridolfi (FAO), Law
- Rosana Silveira Reis (ISG Paris, France), Innovation Management
- Joseph Restuccia (Questrom School of Business, Boston University, USA), Quality and Operation Management
- Magda Rosenmoeller (IESE Business School, University of Navarra, Spain), Human Resource Management
- Rosalba Schino (Questrom School of Business, Boston University, USA), Accounting
- Manuel Villasalero Diaz (Universidad de Castilla-La Mancha, Spain), Innovation Management

### Program-specific entry requirements

A bachelor degree in economics or management is preferred. However - given the interdisciplinary nature of the program - students with a different academic background are encouraged to apply. A specific admission committee will evaluate attitudes and academic potential of all applicants. Precourses are organized each year before the beginning of the Fall Semester to help students familiarize with key concepts in economics, management and statistics. See the entry requirements section at page 49 for other general graduate requirements (e.g. language prerequisites).

# Innovation and Technology Management

LAUREA MAGISTRALE  
IN INNOVATION  
AND TECHNOLOGY  
MANAGEMENT

| Campus       | School  | Duration                        | Total ECTS | Edition n. |
|--------------|---|---------------------------------|------------|------------|
| Milan, Italy | Economics - Mathematics, Physics and Natural Sciences | September 2020 - September 2022 | 120        | 3          |

## Course overview

The M.Sc. in Innovation and Technology Management (ITEM) is designed for students who want to develop multidisciplinary skills and combine economic-business training with a focus on technological training. Courses focus on the technologies available in the digital economy, how to evaluate and apply these technologies to companies of various sizes and the creation of start-ups. Students can choose between two paths:

- The Innovation process management path is for students aiming to work in managerial roles in industrial, service and consultancy companies;
- The Entrepreneurship path is for students whose ambition is to rise, join or take part in the development of a new venture or a small and mid-sized company.

## Curriculum

### FIRST YEAR CREDITS

- IT coding, tools and security (8 ECTS/CFU)
- One elective course among (8 ECTS/CFU):
  - Global challenges and firm strategies
  - Economics of innovation
- Two elective courses among (16 ECTS/CFU):
  - Omnichannel management
  - Organizing and leading change
  - Management control systems and performance measurement
  - Project and people management
- Materials physics and technologies (8 ECTS/CFU) + Lab Technologies in action (4 ECTS/CFU)
- Intellectual property and labour law (8 ECTS/CFU)
- One elective course among (8 ECTS/CFU):
  - History of innovation
  - Privacy and security
  - Cross-cultural negotiation
  - Work psychology and smart working

### SECOND YEAR CREDITS

- Applied statistics for business analytics (8 ECTS/CFU)
- Elective courses<sup>1</sup> (8 ECTS/CFU)

Choose one curriculum between the following two:

- Innovation process management
- Entrepreneurship

### Curriculum in Innovation process management

- Strategic supply chain management (8 ECTS/CFU)
- Finance and risk management (8 ECTS/CFU)
- Strategies for emerging technologies (8 ECTS/CFU)
- Internship or Innovation process management lab (8 or 4 ECTS/CFU)
- Master thesis<sup>2</sup> (12 or 16 ECTS/CFU)

### Curriculum in Entrepreneurship

- Design thinking and Start-up launch (8 ECTS/CFU)

## DID YOU KNOW?

The Faculty of Economics participates in launching this interfaculty Master's degree, along with the Faculty of Mathematics, Physics and Natural Sciences. The program boasts a strong affiliation with companies. Over the course of two years, projects are designed and developed closely with companies, consultants and professionals through field projects, laboratories, seminars and internships.

- Project financing and open innovation (8 ECTS/CFU)
- Marketing innovation (8 ECTS/CFU)
- Internship or Entrepreneurship lab (8 or 4 ECTS/CFU)
- Master thesis<sup>2</sup> (12 or 16 ECTS/CFU)

### <sup>1</sup>Elective courses

One exam among the following (if not already chosen):

- History of innovation
- Cross-cultural negotiation
- Work psychology and smart working
- Privacy and security
- Global challenges and firm strategies
- Economics of innovation
- Omnichannel management
- Organizing and leading change
- Management control systems and performance measurement
- Project and people management

<sup>2</sup>Credits assigned to the Master thesis depend on students' choice: if students do an internship experience (8 ECTS), the Master thesis corresponds to 12 ECTS; in case students attend a lab (4 ECTS), the Master thesis corresponds to 16 ECTS.

### Career opportunities

The M.Sc. in Innovation and Technology Management aims at creating flexible professional profiles capable of operating in the new economic contexts of the so-called Industry 4.0. The program not only provides employment opportunities in sectors where innovation is central to strategic action, but also in more traditional sectors where innovation is linked to the adoption and conceptualizations of new technologies. Graduates will have a wide range of career opportunities: large enterprises in the manufacturing or services sectors; small and medium-sized enterprises; consultancy firms; international organizations; agencies offering technology transfer and support for new innovative businesses; science and technology parks; business incubators and accelerators; universities and other research institutions.

### Entry requirements

See the entry requirements section at page 49 for general graduate requirements (e.g. language prerequisites).

# Management

LAUREA MAGISTRALE IN MANAGEMENT

| Campus       | School    | Duration                        | Total ECTS | Edition n. |
|--------------|-----------|---------------------------------|------------|------------|
| Milan, Italy | Economics | September 2020 - September 2022 | 120        | 6          |

## Course overview

The M.Sc. in Management is designed for students who wish to play an active role in managerial processes typical of companies operating in a global market. The program provides advanced training in key areas of every business enterprise, including accounting and control, organizational behavior, operations management, marketing and communication, finance, and strategic management. A major strength of the program is the combination of analytical foundation and applications to real-world issues. Students will learn to integrate international management and innovation issues, as well as industry and economy related competences for understanding changing global organizations.

## Curriculum

### FIRST YEAR CREDITS

- Mathematics for management (8 ECTS/CFU)
- Transnational commercial law (8 ECTS/CFU)
- Managerial economics (8 ECTS/CFU)
- Four elective courses (32 ECTS/CFU) among:
  - Corporate strategy
  - Corporate finance (asset pricing and corporate financing)
  - Customer-based marketing strategy
  - Financial accounting and analysis (IFRS)
  - HR management
  - Management control systems
  - Supply chain management

### SECOND YEAR CREDITS

- One elective course among the Economic courses (8 ECTS/CFU):
  - Industrial organization
  - International economics
  - Monetary economics and asset pricing
  - Political economy of the European Union
  - Labor economics
- Three elective courses (24 ECTS/CFU) among:
  - Business communication
  - Change management
  - International corporate finance
  - Management information systems
  - Project management
  - Performance measurement
  - Work and organizational psychology
- Business lab: introductory course (4 ECTS/CFU)
- Field project or internship (8 ECTS/CFU)
- Business lab course (one out of the following, 8 ECTS/CFU):
  - Applied statistics and big data (business analytics)
  - Brand management
  - Corporate governance and social responsibility
  - Cross cultural management
  - Entrepreneurship
  - International business management
  - Public management
- Thesis (12 ECTS/CFU)

### BUSINESS LABS

By the end of year 1, students apply for being admitted to one of 5 business labs:

- Consulting companies

## DID YOU KNOW?

90% of the program's graduates enter the work force within 12 months after graduation.

- Multinational enterprises
- Luxury and fashion
- Small and medium enterprises
- Healthcare organizations

Business labs allow students to tailor the program according to their career focus. Examples of business partners involved last year: Accenture, Arla Foods, Astra Zeneca, Comau, Comonext, Energy Team, Ernst & Young, Falck Renewables, Fratelli Beretta, Humanitas Research Hospital, Gi Group, IBM, Istituto Europeo di Oncologia, LVMH, Luxottica, Ospedale di Sassuolo, Fondazione Poliambulanza, Pomellato, Privalia, Vivavoce. Students benefit from the involvement of testimonials, site visits, case studies. All M.Sc. in Management students are involved in fieldwork activities (either an internship or a field project). Students will be assigned to a field project or internship based on the demand and overall student performance.

## Double degree

The M.Sc. in Management offers its students the possibility of obtaining at the conclusion of their study path a double qualification:

- Laurea Magistrale in Management - Università Cattolica del Sacro Cuore | Master of Science in International Marketing (Boston University, USA)
- Laurea Magistrale in Management - Università Cattolica del Sacro Cuore | Master of Commerce (University of Western Australia, Australia)

## Career opportunities & professional recognition

Our Management and Business programs are recognized by the Italian industry as one of the most valuable and skilled. This is demonstrated by our employer reputation and links to the business sector. The M.Sc. in Management opens up a wide range of career opportunities. Graduates have both the technical knowledge and the methodological tools suited to pursue professional and managerial careers in large corporations dealing with international and multicultural issues, as well as smaller and national companies implementing and managing international processes and strategies.

### Program-specific entry requirements

Students need to hold an undergraduate degree either:

- In a subject relevant to the chosen degree, such as economics, management or business studies; or
- In other fields (such as engineering or social sciences) if they have studied at least four out of the following five subjects, which will be verified through their transcripts: business law, financial management, marketing, business organization, management accounting.

See the entry requirements section at page 49 for other general graduate requirements (e.g. language prerequisites).

# Methods and Topics in Arts Management

LAUREA MAGISTRALE IN ECONOMIA E GESTIONE DEI BENI CULTURALI E DELLO SPETTACOLO

| Campus       | School                          | Duration                        | Total ECTS | Edition n. |
|--------------|---------------------------------|---------------------------------|------------|------------|
| Milan, Italy | Economics - Arts and Philosophy | September 2020 - September 2022 | 120        | 5          |

## Course overview

The M.Sc. in Methods and Topics in Arts Management aims to provide students with a strong international perspective on visual and performing arts management. The program focuses on the following areas:

- Advanced courses in the field of Management of the Arts, aimed at transferring core competences to students, ranging from entrepreneurial capabilities to the application and use of digital technologies;
- Field trips in the field of both visual and performing arts, to get direct and hands-on experiences of art systems and their peculiarities;
- Methodological courses to get robust and reliable lenses to read and interpret dynamics within cultural industries, including the study of social network and networking;
- Courses related to the area of design and urban studies, to provide students with a strong opportunity to connect artistic and managerial thinking and to promote a more inclusive view of the urban context;
- Internship or cultural research study, where students can choose to do an internship in a cultural organization or to carry out a research project in a cultural company, under direct guidance of the professor.

## Curriculum

### FIRST YEAR CREDITS

- Strategy in the arts or HR management in the arts industry (6 ECTS/CFU)
- Digital in the arts or Design thinking (6 ECTS/CFU)
- Accounting and fundraising in the arts (6 ECTS/CFU)
- Law and the arts (6 ECTS/CFU)
- Statistics for arts management (6 ECTS/CFU)
- Advanced economics and management of arts (12 ECTS/CFU)
- Advanced English in the cultural industry or Italian language (for international students) (6 ECTS/CFU)

### SECOND YEAR CREDITS

- Comparative cultural policy (6 ECTS/CFU)
- Social networks theory and analysis for the cultural sector (6 ECTS/CFU)
- Urban cultural studies (6 ECTS/CFU)
- Study tour in the visual and performing arts field (12 ECTS/CFU)
- Internship or cultural research study (6 ECTS/CFU)
- Elective courses (12 ECTS/CFU)
- Thesis (24 ECTS/CFU)

## DID YOU KNOW?

Design thinking and urban studies represent one of the peculiarities of this program. Studying art and management implies being aware of the design world as well and of how art and design can affect our urban landscape and dynamics. Furthermore, visual and performing art fields are both subjects of study: this is meant to provide students with the opportunity to better explore their aspirations and to build a network in both fields while in Italy.

## ELECTIVE COURSES

Students can choose the elective courses from the following ones (specifically selected for the MaTam profile), unless already attended: Strategy in the arts, HR management in the arts industry, Digital in the arts, Design thinking, Research design in arts management.

In addition, the following courses can be chosen as elective from the degree in Management: Project management, Cross cultural management, Entrepreneurship, Corporate governance and social responsibility.

## Career opportunities

The M.Sc. in Methods and Topics in Arts Management prepares students for a wide range of professional roles:

- Project management in art institutions and creative companies
- Producer in art and creative companies
- Fundraiser for cultural and creative projects
- HR advisor for managing artistic and creative teams
- Responsible of marketing and communication in the art and creative field

## Entry requirements

See the entry requirements section at page 49 for general graduate requirements (e.g. language prerequisites).

# 1-YEAR SPECIALIZING MASTERS

|  |  |   |  |
|--|--|---|--|
| <b>MASTER IN ARTS MANAGEMENT</b><br>  P. 25                          | <b>MASTER IN CORPORATE COMMUNICATION</b><br>  P. 26                    | <b>MASTER IN CULTURAL DIPLOMACY</b><br>  P. 28  | <b>MASTER IN DATA SCIENCE FOR MANAGEMENT</b><br>  P. 29  |
| <b>MASTER IN INTERNATIONAL BUSINESS (REGULAR CLASS)</b><br>  P. 30   | <b>MASTER IN INTERNATIONAL BUSINESS (EXECUTIVE CLASS)</b><br>  P. 31   | <b>MASTER IN INTERNATIONAL COOPERATION AND DEVELOPMENT</b><br>  P. 32   | <b>MASTER IN INTERNATIONAL MARKETING MANAGEMENT</b><br>  P. 33   |
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| <b>MASTER IN STRATEGIC MANAGEMENT FOR GLOBAL BUSINESS</b><br>  P. 39 | <b>MASTER IN VITICULTURE AND ENOLOGY</b><br>  P. 40                    | <b>MASTER IN CREDIT RISK MANAGEMENT</b><br>  P. 41<br><small>APPLICANTS MUST ALREADY HAVE A GRADUATE DEGREE</small> | <b>MASTER IN ECONOMICS AND FINANCE</b><br>  P. 42<br><small>APPLICANTS MUST ALREADY HAVE A GRADUATE DEGREE</small> |

# Arts Management

| Campus       | School                          | Duration                | Total ECTS | Edition n. |
|--------------|---------------------------------|-------------------------|------------|------------|
| Milan, Italy | Arts and Philosophy - Economics | January - December 2021 | 70         | 5          |

## Course overview

The Master in Arts Management aims at developing skills and providing tools to deal with the new challenges of the domains of both the visual and performing arts, with an international perspective. Students will build and strengthen basic knowledge and understanding of the history of art (visual and performing), with particular attention to the contemporary world and the international scene. They will gain competence in economics and management as they apply to the cultural industry. Students will also learn and reinforce competence in legislative transmit and deepen the legislative knowledge and their application to the cultural field, in an international perspective.

## Curriculum

### CORE COURSES

The goal of basic courses is to reinforce competencies related to the two souls of the Master's program: Humanities and Management. The courses provide training for skills in art history and arts management and they will give participants the opportunity to balance their competencies. The core courses are:

- History of visual arts
- Performing arts history
- Visual arts system
- Performing arts system

### ADVANCED COURSES

The goal of advanced courses is to build up competencies in specific fields of arts management, to provide participants with advanced knowledge about how to solve problems and to cope with the challenges of the arts field:

- Marketing of the arts
- HR and leadership in the creative industries
- Cultural policy
- Fundraising in the arts
- Law and the arts
- Media in the arts
- Strategy in the arts
- Art market

### TEAM BUILDING ACTIVITIES

The goal of team building activities is to help participants to get to know each other and create a collaborative atmosphere in class.

## Internship

During the Master, students will undertake an internship in a non-profit institution, a company, or an association where the relationship between artistic and managerial thinking is crucial. Participants will receive support from the Master staff in each step of the internship project.

- A Arte Invernizzi S.R.L.
- Antichità di Nobiloi Alessio
- Archivio Nanda Vigo
- Art Defender Srl
- Artvisor Ltd
- Associazione Orchestra Filarmonica della Scala
- Bper Banca
- Castello Sforzesco - Comune di Milano
- Crackingart S.R.L.
- Dellupi Arte
- Deptart Gallery
- Fai - Fondo Ambiente Italiano
- Gallerie D'Italia

## DID YOU KNOW?

The program features both exclusive visits to companies and relevant institutions, from which it also receives guest lecturers. Examples include MOMA, Fondazione Prada, and Teatro Alla Scala.

- Giancarlo Politi Editore Srl
- Green Holding S.P.A.
- Kartell S.P.A.
- Kerkis, Teatro Antico In Scena
- Lara Facco
- Leftloft Srl
- London Trade Art Ltd
- Museo Del Novecento - Comune Di Milano
- Museo Kartell
- Negri - Clementi Studio Legale Associato
- Oxa Srl Impresa Sociale
- Palazzo Morando - Comune di Milano
- Palazzo Reale - Comune di Milano
- Paridevitale S.R.L.
- Publicis Media
- Seletti North America
- Sky Italia Srl
- T.T.C. Di Anna D'Ambrosio
- The Museum Of Modern Art - New York
- Triennale di Milano
- U-Art Srl
- Wannanes Ast Auctions
- Zenit Arti Audiovisive

## Faculty members

The Master in Arts Management offers a faculty composed of distinguished Italian and international scholars. The strong academic background of the faculty is integrated with a prestigious network of professionals and experts in order to provide students with a solid theoretical backbone along with a practical perspective on impacts and implications. Participants have the chance to visit and have guest speakers lecturing from prestigious institutions and companies. Examples include: ArtShell, Christie's, Fondazione Prada, MOMA, Museo del 900, Pinacoteca di Brera, Teatro Alla Scala.

## Career opportunities

The Master will open up professional opportunities in the fields of organization, marketing and communications, accounting, legal affairs, projects and events management in cultural institutions and companies. Other professional opportunities are to be found in consulting and service companies in the fields of promotion, communication and management of cultural events, products and services.

## Entry requirements

See the entry requirements section at page 50 for general graduate requirements.

# Corporate Communication

| Campus       | School   | Duration                       | Total ECTS | Edition n. |
|--------------|--|--------------------------------|------------|------------|
| Milan, Italy | Economics - Language Sciences and Foreign Literature | September 2020 - November 2021 | 68         | 10         |

## Course overview

The Master in Corporate Communication trains students to develop the skills and competences to face the latest challenges of a continuously evolving scenario in the corporate communication career. Training is centered on the most current and significant strategic and operational issues of communication in all its business configurations. Students are encouraged to explore trends, to think out-of-the-box, to be mindful about business and communication, and each module is designed to strengthen our students' chances of becoming sought out professionals in the communication field. To study the Master in Milan is to study in the Italian capital of communication. The Master is promoted by LABCOM (Research Lab on Corporate Communication) at Cattolica.

## Curriculum

The 4 Es of the Master in Corporate Communication excellence:

### I. ENRICHING

- Corporate communication (4 ECTS/CFU)
  - Communication planning and measurement (2 ECTS/CFU)
  - Brand management & consumer-brand relationships (4 ECTS/CFU)
  - Consumer & industrial marketing (3 ECTS/CFU)
  - Qualitative & quantitative market research (3 ECTS/CFU)
  - Communication skills (3 ECTS/CFU)
  - Professional life and negotiation (2 ECTS/CFU)
  - Netnography (2 ECTS/CFU)
  - Advanced English for relationship management\* (3 ECTS/CFU)
  - Italian language and culture\* (3 ECTS/CFU)
  - Far East culture and language\* (3 ECTS/CFU)
- \* Language courses are alternative options

### II. EMPOWERING

- Accounting (2 ECTS/CFU)
- Strategic planning and consumer insight (2 ECTS/CFU)
- Media Planning and budgeting (2 ECTS/CFU)
- Creativity lab (4 ECTS/CFU)
- Public relations (5 ECTS/CFU)
- Social media management (4 ECTS/CFU)
- Retail experience (2 ECTS/CFU)
- Consumer behavior (3 ECTS/CFU)

### III. ENHANCING

- Business-to-business relationships (3 ECTS/CFU)
- Internal communication (2 ECTS/CFU)
- Event and unconventional activations (3 ECTS/CFU)
- Crisis communication & issue management (2 ECTS/CFU)

### IV. EXPERIENCING

- Consultancy project ongoing (7 ECTS/CFU)
- Professional ongoing training (individual assessment interviews; self-branding sessions; team-working support; diversity management training; job interview simulation; field trips)

## DID YOU KNOW?

The Master enjoys a broad network of partners and liaisons companies among which MSL Group, We are social, and Italian Brand Factory are actively involved in providing scholarships and internships, business cases and venues for agency work-flow simulations. Other companies providing internships are ABC Production, Aigo, Amplifon, Aviva, Barabino & Partners, Firmenich, Harper Collins, Hill & Knolton, Leo Burnett, Vivtec. Companies such as Adidas, Brita, Chromavis, Coop, Disney, EcorNaturasi, Google, Lovable, Mars, Sonae Sierra, 3M are involved in real consultancy projects run by Master students. Other companies are involved in class presentations, workshops, and company visits such as ArtCosmetics, Boston Consulting Group, Campari, Coima Sgr, Fiera Milano, Fondazione Pirelli, Heineken, Henkel, Hewlett-Packard, International Advertising Association, LinkedIn, Mars, Sky, TIM.

## Career opportunities

Graduates of the Master in Corporate Communication will gain a 360° communication knowledge and may become part of an organization or agency to carry out tasks related to strategic and operational management in all areas of communication:

- Accounting and strategic planning
- Digital communication, social media and community management
- Public relations and event management
- Corporate communication
- Marketing communication and branding
- Internal communication

Over the past editions, students have been hired for internships by companies such as BMW, Bosch, FIAT, Firmenich, Foodora (Rocket Internet), Google, Gucci, L'Oréal, Leo Burnett, McCann, Mediacom, MSL Group, Nestlé, Ogilvy & Mather, Pandora, Pepsico, Redbull, Saatchi & Saatchi, TBWA, We are social, Young & Rubicam, 3M.

## Program-specific entry requirements

Graduates with a Bachelor or a Master Degree (BA, BS, MA, MS, or MBA) in economics, management, languages, communication, and human sciences. All applicants should have a basic communication or marketing knowledge acquired during tertiary education or professional experience.

See the entry requirements section at page 50 for other general graduate requirements.

# Cultural Diplomacy

ARTS AND DIGITAL MEDIA FOR INTERNATIONAL RELATIONS AND GLOBAL COMMUNICATION

| Campus      | School                      | Duration                     | Total ECTS | Edition n. |
|-------------|-----------------------------|------------------------------|------------|------------|
| Rome, Italy | ALMED - Arts and Philosophy | November 2020 - October 2021 | 60         | 4          |

## Course overview

The Master in Cultural and Digital Diplomacy is primarily addressed to students with professional or semi-professional experience in Arts, Culture, Diplomatic Institutions, who want to deepen their knowledge in these fields with an international strategic approach. The program is structured around 3 major fields of study: public diplomacy and international relations; soft power and cultural diplomacy for the creation of the global reputation of countries, cities and cultural institutions; digital diplomacy and global communication for the engagement of worldwide audiences. Students will be provided with an in-depth knowledge of what public and cultural diplomacy is, in relation to both the traditional concept of international relations and the rapidly evolving use of soft power. Students will also acquire professional skills in communication strategies useful in strengthening the roles of culture, arts and entertainment as reputation generators. A field project allows students to shape their own ideas contributing to the development of the work carried out. The Master program is completed with an internship that takes place within cultural institutions, ministries, museums, as well as media companies and major global corporations. Among others Enel, Eni, Intesa Sanpaolo, Ministry of Cultural Heritage, RAI-Italian Broadcasting Company.

## Curriculum

### PUBLIC DIPLOMACY & INTERNATIONAL RELATIONS

- Global issues and public diplomacy: Historical and comparative approaches (6 ECTS/CFU)
- International economic policies and organizations (6 ECTS/CFU)
- Soft power and global communication (6 ECTS/CFU)

### CULTURAL DIPLOMACY

- Models of cultural diplomacy: Global/European/National policies and practices (6 ECTS/CFU)
- Cultural diplomacy and business diplomacy (9 ECTS/CFU)
- Nation branding and strategic narratives (3 ECTS/CFU)

### MEDIA & DIGITAL DIPLOMACY

- Digital diplomacy: Technologies and new media in the new public diplomacy (6 ECTS/CFU)
- Social media strategies and global online reputation (6 ECTS/CFU)

### WORKSHOPS, PROJECT WORKS, SEMINARS, MEETINGS AND FINAL PROJECT

- Team building & soft skills workshop (communication management, teamwork and collaboration, problem solving and conflict resolution) (2 ECTS/CFU)
- Field projects (2 ECTS/CFU)
- Internship (6 ECTS/CFU)
- Final project work (2 ECTS/CFU)

## Faculty & teaching staff

The faculty is composed of scholars and professionals from international institutions and non-governmental organizations, sharing their experience with the class. Among others:

- Mariagrazia Fanchi, Scientific Director, Università Cattolica del Sacro Cuore

## DID YOU KNOW?

To study Cultural Diplomacy means to understand the strategic influence of arts, culture and digital media on International Relations. Visual arts, museums, music, sports, mega events and social media represent the new frontier in creating the soft power of a country, a city or the global reputation of private companies.

- Federica Olivares, Director and creator of the Master Program, Cultural Diplomacy Specialist
- Anais Aguerre, Founder & Managing Director, Culture Connect
- Corneliu Bjola, Oxford University, Digital Diplomacy Research Lab
- Nick Cull, University of Southern California, Digital Diplomacy Research Lab
- Gerald Giaquinta, University of Southern California
- Marco Lombardi, Università Cattolica del Sacro Cuore
- Gail Lord, Lord Cultural Resources
- Stefania Paradisi, Associazione Diplomatici
- Vittorio Emanuele Parsi, Università Cattolica del Sacro Cuore

## Career opportunities

The Master in Cultural Diplomacy program prepares for a wide range of professional opportunities, mainly in four areas:

- Public Diplomacy: Ministries of Foreign Affairs, Ministries of Cultural Heritage as well as International Organizations, European Institutions, National Cultural Institutes operating abroad
- Soft Power and Cultural Diplomacy: Departments of International Relations of Cities, Regions and Local Administrations, International Relations Units of Foundations and Cultural Institutions
- Digital Media and Global Communication: International Relations in Broadcasting and Media Companies, Social Media Companies
- Business Diplomacy: International Public Affairs, International Investors Relations, Global Communication & Marketing, International Consulting Firms

## Program-specific entry requirements

- Completion of a degree, preferably in the following disciplinary areas: Political science, International relations, Public policy, Social sciences, International law, Humanities, Visual and performing arts, Arts management etc.
- Work experiences in companies and institutions such as NGOs, Public administration, Non-profit organizations, etc. preferably with an international dimension, will be positively evaluated

See the entry requirements section at page 50 for other general graduate requirements.

# Data Science for Management

| Campus       | School    | Duration                | Total ECTS | Edition n. |
|--------------|-----------|-------------------------|------------|------------|
| Milan, Italy | Economics | January - December 2021 | 60         | 5          |

## Course overview

The program in Data Science for Management offers a comprehensive training in computational and statistical methods for management from a problem solving perspective. Students are expected to attend lectures and carry out individual work on a full time basis, with active participation in an international environment. The Master has been designed around eight core courses (structured in lectures, labs and seminars) that cover a variety of fields including: database systems and programming, statistics, text and web mining, and digital enterprise analytics.

## Curriculum

### PREPARATORY COURSES

- Management
- Statistics
- SAS Programming
- Python Programming

### COURSES

#### Data management and warehousing

The course illustrates how to implement and technically maintain a data warehouse. The focus is on database data design, extraction, profiling and standardization along with data transformation based on RDBMS and SQL. A detailed analysis of big data quality management is provided.

#### Software development and technologies for business intelligence

The course focuses on software development and Object Oriented Programming within the Excel framework. Students will gain broad software development skills to be able to independently write procedures and functions to expand and automate data analysis studies and results.

#### Statistics and probability (basics)

The aim of this course is to deepen the knowledge of inferential methods for empirical research with applications focusing on economics, management and marketing, both at a univariate and multivariate level. Together with the theoretical concepts, data sets derived from empirical research will be analyzed. The open source software environment for statistical computing and graphics R will be introduced.

#### Management for digital enterprise

The course illustrates the business characteristics of a Digital Enterprise along with the impact of a digital enterprise on the customer experience. At the end of the course students will be able to understand the importance of ensuring that Digital Enterprise initiatives have clear business objectives, and identify the relationships of Digital Enterprise with specific enablers (Digital Marketing, Analytics and Customer Relationship Management).

#### Geospatial information management

This course will enable students to develop their data science capabilities and learn statistical techniques for managing big spatial data sets. Apart from a theoretical section where the procedures are introduced, a substantial part of the course will be devoted to practical laboratories using the software environment R in which the students will apply the procedures to different real datasets.

## DID YOU KNOW?

Data science has been defined as the "sexiest job of the 21st century" (Harvard Business Review): the shortage of data scientists poses in fact a serious constraint in many sectors of the economy, whose demand for this professional role is instead rapidly increasing. Students will be exposed to real business scenarios thanks to experienced professionals teaching 50% of the Master classes. The Master network includes companies such as: Ernst & Young, IBM, Microsoft, and Sky Italia.

## Text mining and knowledge management

This course focuses on extracting knowledge from unstructured data by applying classification and clustering techniques on hypertext documents. Practical applications on text mining algorithms using SAS are presented. At the same time, students are introduced to knowledge management techniques that can help extracting value from semi-structured or unstructured data.

## Data mining and pattern recognition

The purpose of this course is to provide step-by-step instructions for the entire data modeling process, with special emphasis on the business knowledge necessary to successfully use statistical models. Moreover, students will be able to select suitable approaches for pattern recognition, and to compare alternative methods in order to implement the best decision process for the problem under study. Basic techniques and procedures for machine learning will also be presented.

## Business intelligence and data analytics

This course illustrates the usage of data and analytics in modern business activities. The main focus is on data warehousing methodology and database marketing set-up in a multidimensional framework. Demand segmentation and scoring models will be the practical applications. The main software is SAS.

## Career opportunities

The broad goal of the Master is to empower students to become Digital Data Managers for Business, a rapidly expanding and highly rewarding job which takes advantage of the digital revolution. Graduates of this Master are ideally suited to fill jobs as Big Data Managers across a variety of industries, ranging from ICT to consulting, from banking and finance to insurance. Within companies, Data Managers will have the key role to deliver analytically-informed solutions to various corporate functions.

## Program-specific entry requirements

The Master is addressed to graduates with a Bachelor or Master of Science degree in any of the following fields: Computer Science, Economics, Engineering, Management, Mathematics, Statistics, Physical Sciences. Alternative degrees may be considered under specific circumstances.

See the entry requirements section at page 50 for other general graduate requirements.

# International Business REGULAR CLASS

| Campus       | School    | Duration   | Total ECTS                        | Edition n. |
|--------------|-----------|--|-----------------------------------|------------|
| Milan, Italy | Economics | September 2020 - MIB Fast Track: 12-15 months (depending on the duration of the internship); MIB International Track: 15-18 months; MIB Master level Track: 24 months (1-year specialization abroad, post MIB Year 1)* | 70, 100, 120 (depending on track) | 10         |

## Course overview

The Master in International Business prepares its students to join the next wave of dynamic business leaders through a rigorous training program to develop the skills needed to succeed in the global marketplace. Contents are designed according to firms' requirements, allowing companies to select up-to-date competencies to successfully face global business perspectives in rapidly changing economies.

Through coursework and practical work activities, students are trained to place concepts and theory into practical application. Company visits are an effective way to observe professions in real operating environments: the MIB Staff organizes visits to the most significant companies of the Italian territory operating worldwide. Set in diverse global contexts and in a global classroom, MIB students don't merely think global, they simply become global.

## Curriculum

### MANAGEMENT AREA (GDA) 32 ECTS/CFU CREDITS

- International finance
- International banking
- International business strategy and entrepreneurship
- International marketing
- International brand management
- Economic and financial analysis
- International people management

### ECONOMICS AREA (GDE) 8 ECTS/CFU CREDITS

- International economics (for SMEs)
- Industrial economics

### QUANTITATIVE AREA (GDQ) 8 ECTS/CFU CREDITS

- International transportation and logistics

### LEGAL AREA (GDG) 4 ECTS/CFU CREDITS

- Legal system and international contractual law

### CROSS-DISCIPLINARY AREA (GID) 4 ECTS/CFU CREDITS

- Social skills and negotiation techniques

### PRACTICAL WORK ACTIVITIES

- Field work 2 ECTS/CFU CREDITS
- Internship 10 ECTS/CFU CREDITS
- Final exam (Report and Presentation) 2 ECTS/CFU CREDITS

## DID YOU KNOW?

One of the salient features of the Master is the tight cooperation established with more than one hundred partner firms worldwide. This network includes: 3M, Accenture, Airbnb, AirFrance – KLM, Alibaba, Altran, Aran Cucine, Atlantyca Entertainment, Auchan, Bain & Company, Baker & McKenzie, BNP Paribas, Bolton Group, Bosch, Brembo, Campari, Caronte Law, Cinecittà, Coca Cola, Continuum Innovation, COOPI, Credit Suisse, Disignum, Dolce & Gabbana, Eataly, Eni, EON Energia, Esprinet, Fedon, Gellify, GES Italy, GMT Partners, Halldis, Holiday Inn, IBM, Illy, Innocenti Depositi, LVMH, Maurizio Baldassari, Moleskine, Moncler, Monster, NCR, Neticon, New Zealand Embassy, NH Hotels, Osram, Peroni, Poliform, PSA Peugeot Citroën, Rhode&Schwarz, Richemont, Rintal, Shaa, Sky, Stage Entertainment, STMicroelectronics, Tanaza, Tucano Urbano, Udinese Calcio, Unicredit, UPS.

## Career opportunities

The program prepares students for a range of diverse careers, providing them with the opportunity to work in varied roles and geographies. Many take management positions in departments of multinational companies and SMEs, in areas including general management, human resources, accounting, foreign trade and international marketing. Others find roles in the field of business consultancy.

## Program-specific entry requirements

Candidates should be interested in international career developments, have an inclination to interpersonal relationships and team work, sensibility for international cultures. Furthermore, candidates should be market and goal-oriented, capable to cope with situations and problems in an international business environment. Candidates must prove proficiency of the English language; good knowledge of a second language is an advantage.

See the entry requirements section at page 50 for other general graduate requirements.

\*MIB Fast Track participants may decide to join the optional International and Master level tracks after enrollment.

# International Business EXECUTIVE CLASS

| Campus       | School    | Duration   | Total ECTS                   | Edition n. |
|--------------|-----------|--|------------------------------|------------|
| Milan, Italy | Economics | MIB Fast Track: 12 months (September 2020 - September 2021); MIB International Track: 15-18 months | 70, 100 (depending on track) | 5          |

## Course overview

The MIB Executive Class is aimed at candidates with a professional experience who want to make a significant change in their careers.

Core business courses are taught in a blended feature which associates on-line contents available on an e-learning platform and face-to-face classes, conferences and a dedicated mentorship.

The program has forged links with an impressive network of firms both to design the courses and to provide the participants with first-hand access to the international business world. Several practical work activities are offered with the main objective to turn academic experience and theoretical knowledge into a professional, multi-cultural experience.

## Curriculum

- Industrial economics (4 ECTS/CFU)
- International economics (4 ECTS/CFU)
- International finance (4 ECTS/CFU)
- International banking (4 ECTS/CFU)
- International business strategy and entrepreneurship (8 ECTS/CFU)
- International marketing (4 ECTS/CFU)
- International brand management (4 ECTS/CFU)
- Economic and financial analysis (4 ECTS/CFU)
- International people management (4 ECTS/CFU)
- International transportation and logistics (8 ECTS/CFU)
- Legal system and international contractual law (4 ECTS/CFU)
- Social skills and negotiation techniques (4 ECTS/CFU)

In addition the MIB Executive Class offers:

- Online materials and tutorials for basic contents of each subject and face-to-face classes to discuss more advanced contents and case studies
- Pathways to enhance expertise at edge of innovation management and business topics, in emerging areas and evolving industries
- Project works to meet participants future professional needs

## Career opportunities

The program prepares students for a range of diverse careers, providing participants with the opportunity to work in varied roles and geographies. Many take management positions in departments of multinational companies and SMEs, in areas including general management, human resources, accounting, foreign trade and international marketing. Others find roles in the field of business consultancy. One of the salient features of the Master in International Business is the tight cooperation established with more than one hundred partner firms worldwide. This network intends to help businesses and organizations improve their competitiveness and capability to infiltrate international markets by effectively exploiting knowledge and skills that reside within the know-how and expertise offered by the MIB partner universities.

## DID YOU KNOW?

The course content and the focus on personal development provides participants with a new vision and new ambitions that enable participants to specialize in international business management, improve their international understanding and maximize their networking opportunities. Contents are designed according to firms' requirements, allowing companies to select up-to-date competencies to successfully face global business perspectives in rapidly changing economies.

MIB enjoys the valuable support of a business network, which includes:

- |                           |                       |                       |
|---------------------------|-----------------------|-----------------------|
| ■ 3M                      | ■ Credit Suisse       | ■ NCR                 |
| ■ Accenture               | ■ Disignum            | ■ Neticon             |
| ■ Airbnb                  | ■ Dolce & Gabbana     | ■ New Zealand Embassy |
| ■ AirFrance – KLM         | ■ Eataly              | ■ NH Hotels           |
| ■ Alibaba                 | ■ Eni                 | ■ Osram               |
| ■ Altran                  | ■ EON Energia         | ■ Peroni              |
| ■ Aran Cucine             | ■ Esprinet            | ■ Poliform            |
| ■ Atlantyca Entertainment | ■ Fedon               | ■ PSA Peugeot Citroën |
| ■ Auchan                  | ■ Gellify             | ■ Rhode & Schwarz     |
| ■ Bain & Company          | ■ GES Italy           | ■ Richemont           |
| ■ Baker & McKenzie        | ■ GMT Partners        | ■ Rintal              |
| ■ BNP Paribas             | ■ Halldis             | ■ Shaa                |
| ■ Bolton Group            | ■ Holiday Inn         | ■ Sky                 |
| ■ Bosch                   | ■ IBM                 | ■ Stage Entertainment |
| ■ Brembo                  | ■ Illy                | ■ STMicroelectronics  |
| ■ Campari                 | ■ Innocenti Depositi  | ■ Tanaza              |
| ■ Caronte Law             | ■ LVMH                | ■ Tucano Urbano       |
| ■ Cinecittà               | ■ Maurizio Baldassari | ■ Udinese Calcio      |
| ■ Coca Cola               | ■ Moleskine           | ■ Unicredit           |
| ■ Continuum Innovation    | ■ Moncler             | ■ UPS                 |
| ■ COOPI                   | ■ Monster             |                       |

## Program-specific entry requirements

Candidates should leverage on a few years work experience, and should be interested in international career developments, have an inclination to interpersonal relationships and team work, as well as sensibility for international cultures. Candidates must prove proficiency of the English language; good knowledge of a second language is an advantage.

See the entry requirements section at page 50 for other general graduate requirements.

\*MIB Fast Track participants may decide to join the optional International track after enrollment.

# International Cooperation and Development (MICaD)

| Campus       | School | Duration                | Total ECTS | Edition n. |
|--------------|--------|-------------------------|------------|------------|
| Milan, Italy | ASERI  | January - December 2021 | 60         | 15         |

## Course overview

The Master in International Cooperation and Development (MICaD) trains professionals to address issues of poverty, inequality, conflict, instability and uncertainty, which still affect the everyday life of a majority of the world population. MICaD offers a robust multidisciplinary training, specialized technical and managerial competences, as well as an opportunity to enhance "soft" skills, key in interpreting local and international events, interacting with all stakeholders, identifying and managing environmentally and local culture friendly interventions. The learning platform includes lectures, case studies, simulations, seminars, discussions, group-work, a project work, and a final internship. Students receive personal support and tutoring for their internship, including CV and cover letter preparation.

## Career opportunities & professional recognition

Graduates are well equipped to take on professional roles in international cooperation within NGOs, IOs, private or public agencies. In particular:

- Project Cycle Experts
- Project Assistant or Manager
- Analyst/Researcher/Evaluator
- Communications Officer
- Fund Raiser
- Partnership Coordinator
- Humanitarian Officer
- Administrative Officer
- Human Resources Officer

## Curriculum

MICaD includes four complementary levels, fostering multidimensional training and integrating scientific methodologies and operative competences.

### 1<sup>ST</sup> LEVEL - SCIENTIFIC TRAINING

- Economic and human development
- Geopolitics, conflict and post-conflict
- Trade and finance for development
- Development law and institutions
- Project cycle management and theory of change

### 2<sup>ND</sup> LEVEL - PROFESSIONAL TRAINING

- Development actors and strategies
- Crisis prevention, emergency, relief and recovery
- Resources and development: institutions, corruption, and conflict
- Human rights, human dignity and development
- Enhancing professional and cooperative skills

### 3<sup>RD</sup> LEVEL - PROJECT WORK

Students are required to develop a personal research project on a topic related to development cooperation, with an interdisciplinary perspective, to be discussed with MICaD professors and/or professionals from partner institutions. The project work will often be connected to the internship experience, either as a preparation or as a concluding reflection.

## DID YOU KNOW?

Students benefit from the contribution of leading practitioners and scholars, from organizations and institutions that also provide internship possibilities. Examples of these are UNICEF, World Health Organization, CESVI and AVSI.

### 4<sup>TH</sup> LEVEL - INTERNSHIP

The Master is completed with an internship, identified with the support of the tutor on the basis of students' interests and abilities, also building on ASERI's network.

### Faculty & teaching staff

The faculty is composed of scholars, researchers and professionals from international institutions and non-governmental organizations, sharing their experience with the class.

### FACULTY MEMBERS:

- Prof. Simona Beretta - MICaD Director, Università Cattolica del Sacro Cuore
- Dr. Giacomo Agosti - CESVI
- Dr. Lylen Albani - CESVI
- Dr. Mariacristina Armellini - World Vision UK
- Dr. Sara Balestri - Università Cattolica del Sacro Cuore
- Dr. Estella Carpi - University College London
- Dr. Elena Casolari - OPES-LCEF
- Dr. Frank Cinque - E4Impact
- Prof. Emilio Colombo - Università Cattolica del Sacro Cuore
- Prof. Paul H. Dembinski - University of Fribourg
- Dr. Giuliano Gargioni - Global Tuberculosis Programme, WHO, Geneva
- Dr. Antonio Graziosi - former International Labour Organization
- Dr. Deborah Grbac - Università Cattolica del Sacro Cuore
- Dr. Soraya Johaar - Career Development Specialist, Brussels
- Dr. Mariangela La Manna - Università Cattolica del Sacro Cuore
- Prof. Marco Lombardi - Università Cattolica del Sacro Cuore
- Prof. Mario A. Maggioni - Università Cattolica del Sacro Cuore
- Dr. Elisabetta Minelli - World Health Organization
- Dr. Irene Monasterolo - Vienna University of Economics and Business
- Prof. Mathias Nebel - Universidad Popular Autonoma del Estado de Puebla, Mexico
- Dr. Francesca Oliva - AVSI
- Dr. Valeria Patruno - IAL Puglia s.r.l.
- Prof. Aldo Pigoli - Università Cattolica del Sacro Cuore
- Dr. Giovanna Prennushi - former The World Bank
- Prof. Riccardo Redaelli - Università Cattolica del Sacro Cuore
- Prof. Michele Riccardi - Transcrime, Università Cattolica
- Dr. Margherita Romanelli - WeWorld GVC
- Dr. Andrea Rossi - UNICEF, Bangkok
- Dr. Domenico Rossignoli - Università Cattolica del Sacro Cuore

- Dr. Javier Schunk - PCM Trainer
- Dr. Nicola Strazzari - Vision Plus Media Enterprises, Turin
- Dr. Manuela Tortora - UNCTAD, Geneva
- Prof. Teodora Erika Uberti - Università Cattolica del Sacro Cuore

### Entry requirements

See the entry requirements section at page 50 for general graduate requirements.

# International Marketing Management (MIMM)

| Campus       | School                 | Duration  | Total ECTS | Edition n. |
|--------------|------------------------|---|------------|------------|
| Milan, Italy | Economics - Psychology | September 2020 - December 2021<br>■ Classes: September - May<br>■ Internship and/or final project: May - December | 60         | 5          |

## Course overview

The Master in International Marketing Management (MIMM) prepares students with knowledge and competencies required to analyze the international markets and to take on managerial, commercial and marketing responsibilities. MIMM aims at virtuously integrating the management and marketing disciplines with the psychological-organizational ones. The main educational purpose is to make students open-minded and flexible to effectively adapt to the long-lasting challenges that characterize the current international market contexts. Teaching is conducted by academics of international standing, managers and professionals. The Program includes case discussions, role playing, field projects and seminars. An internship and a final project will complete the program. In the previous 3 editions the following consulting projects have been launched: 3M, Abarth, Il Buon Gusto Italiano, UCIMU, ASSIRM, Cortilia, LAudarte, COMAT, Esprinet, Fraccaro Spumadoro S.p.A, SCM Group, ABB, Guerzoni s.r.l., Agensi.

## Curriculum

### FUNDAMENTAL ECONOMIC COURSES (10 ECTS/CFU)

- Fundamentals of business and management (5 ECTS/CFU)
- Principles of marketing (5 ECTS/CFU)

### FUNDAMENTAL PSYCHOLOGY COURSES (10 ECTS/CFU)

- Fundamentals of social sciences and psychology for marketing (5 ECTS/CFU)
- Principles of applied social research methodology (5 ECTS/CFU)

### CORE COURSES (32 ECTS/CFU)

- International business (4 ECTS/CFU)
- Understanding international markets (4 ECTS/CFU)
- Consumer behavior (4 ECTS/CFU)
- International marketing research (4 ECTS/CFU)
- Marketing strategies in an international setting (4 ECTS/CFU)
- Managing the international marketing mix (4 ECTS/CFU)
- Evaluating companies and markets for action (4 ECTS/CFU)
- Managing psychology in an intercultural context (4 ECTS/CFU)

### FIELD PROJECTS AND SEMINARS (6 ECTS/CFU)

Teaching method includes seminars and conferences from guest speakers and practical activities:

- Field works implemented by small groups and coached by partner firms
- Project works

### INTERNSHIP AND FINAL REPORT (12 ECTS/CFU)

## DID YOU KNOW?

The Master embraces two different scientific fields of study: Management (international business and marketing) and Psychology (consumer behavior and marketing researches). This extends and enriches students' perspectives and capabilities to understand markets and customers in greater depth.

## Career opportunities

Graduates from the Master will acquire competences and skills suitable for attending marketing management positions in both national or international firms. Thanks to the multidisciplinary approach featuring the program, students might also reach analytical positions (such as positions supporting the decision making process). Industrial, service organizations, marketing research institutes and international organizations both profits and no profit might be suitable context for putting into practice the acquired competences.

Participants will therefore be exposed to the fundamentals needed to launch and direct their career such as:

- International Marketing Manager
- Country Manager
- Export Manager
- International Sales Manager
- International Brand and Communication Manager
- International Area Manager
- International Marketing Researcher
- International Analyst

### Program-specific entry requirements

- Applicants are required to have a Bachelor's degree in Economics or a Bachelor's degree and/or Master of Science in Psychology
- Candidates with a different educational background can be admitted to MIMM after being evaluated by the program's Scientific Committee
- Prerequisite for accessing the program is a good knowledge of the English language (see page 50) and a basic level of the Italian language

See the entry requirements section at page 50 for other general graduate requirements.

# International Relations (MIR)

| Campus       | School | Duration                | Total ECTS | Edition n. |
|--------------|--------|-------------------------|------------|------------|
| Milan, Italy | ASERI  | January - December 2021 | 60         | 15         |

## Course overview

The Master in International Relations is an innovative program characterized by traditional training activities as well as a managerial approach that ensures a well-balanced combination of theory and practice. The learning process is enriched by a focus on international relations, economics, politics and law, as well as those emerging issues that challenge today's global system. The Master is tailored to train professionals with the analytical skills to comprehend the different elements that constitute our complex world; to develop students' abilities to collect and interpret information and international events; to manage technical and scientific aspects of international projects; to help students identify and interact with local and global cultures through a multidisciplinary approach and specialized competences.

## Curriculum

The Master is spread over four integrated levels, aimed at fostering a multidimensional education, which includes research skills, analytical tools and professional development.

### 1<sup>ST</sup> LEVEL - SCIENTIFIC TRAINING & MANAGEMENT SKILLS (35 ECTS/CFU)

Finance and development, International trade, Public international law, International human rights law, European law, Transatlantic relations, European institutions, Regional integration, Emerging actors and the international system, International organizations dynamics. Thanks to the collaboration with BelnValYou, a company specialized in the assessment and development of soft skills, students will be accompanied in the identification and enhancement of these skills, much required in the job market.

### 2<sup>ND</sup> LEVEL - ADVANCED TRAINING ON REGIONAL AREAS (20 ECTS/CFU)

Advanced training program focusing on governments, international organizations, NGOs and multinational private companies in the following geographical regions: Africa, Asia, Europe, Latin America, Middle East.

### 3<sup>RD</sup> LEVEL - PROJECT WORK (5 ECTS/CFU)

Participants join in the elaboration of a project work where the multidimensional analysis of a problem leads to the identification of its fundamental nodes.

### 4<sup>TH</sup> LEVEL - INTERNSHIP (5 ECTS/CFU)

The research activity is completed with an internship, that gives students the invaluable opportunity to strengthen competencies acquired during the Master.

## Faculty & teaching staff

The faculty is composed of scholars, researchers and professionals from international institutions and non-governmental organizations, sharing their experience with the class. Among these:

- Prof. Damiano Palano, MIR Director - Università Cattolica
- Prof. Ibrahim Al-Marashi - California State University San Marcos
- Prof. Isabella Alcañiz - University of Maryland, College Park
- Dr. Orlando Arango - European Investment Bank, Luxembourg
- Dr. Raoul Ascarì - Concrete Finance and ITARE
- Dr. Sara Balestri - Università Cattolica

## DID YOU KNOW?

Students on this program benefit from a comprehensive training of hard and soft skills to increase their employability. During the management skills period of teaching, there will be the intervention of a company specialized in the assessment and development of soft skills, to help students and identify such skills.

- Dr. Matteo Carlo Borsani - Confindustria, Brussels
- Dr. Marina Calcutti - Leiden University
- Prof. Emilio Colombo - Università Cattolica
- Prof. Michael Cox - London School of Economics and Political Science, London
- Dr. Fabio Di Cera - WHO, Geneva
- Prof. Matthew Anthony Evangelista - Cornell University, Ithaca
- Dr. Matteo Ferrazzi - UniCredit, Milan
- Dr. Marcella Ferri - Università degli Studi di Bergamo
- Prof. Marco Gestri - University of Modena and Reggio Emilia
- Dr. Andrea Goldstein - OECD, France
- Dr. Antonio Graziosi - former ILO, Budapest
- Dr. Debora Grbac - Università Cattolica
- Prof. Xuewu Gu - University of Bonn
- Dr. Soraya Johaar - UN career development specialist, Brussels
- Prof. Miklós Király - Eötvös Loránd University, Budapest
- Prof. Martin Klein - Martin-Luther-Universität Halle-Wittenberg
- Prof. Ludger Kühnhardt - University of Bonn
- Prof. Marco Lombardi - Università Cattolica
- Prof. Andrés Malamud - University of Lisbon
- Dr. Valeria Miceli - European Commission, Brussels
- Dr. Philippe Musquar - European Parliament, Brussels
- Prof. Beatrice Nicolini - Università Cattolica
- Dr. Alfredo Panarella - European Council, Brussels
- Prof. Aldo Pigoli - Università Cattolica
- Dr. Andrea Plebani - Università Cattolica
- Dr. Massimiliano Riva - UNDP, New York
- Dr. Thomas Rosenthal - European Chamber of Commerce in China
- Dr. Arouna Roshanian - UN Consultant and Social Entrepreneur
- Prof. Giuseppe Scaratti - Università Cattolica
- Dr. Manuela Tortora - UNCTAD, Geneva
- Prof. Thomas A. Zimmermann - University of St. Gallen
- Prof. Roberto Zoboli - Università Cattolica

In addition each year a number of professionals from international institutions, non-governmental organizations and applied researchers give open lectures and seminars.

## Career opportunities

Upon completion of the Master, students will be prepared to manage and evaluate specific international events and problems from different perspectives, consistently with their previous training and experience, within numerous organizations:

- International Institutions
- Public Administration
- Private Companies
- NGOs
- Research Centers

Past internships include:

- African Union - Sudan
- ASYLUM ACCESS - Ecuador
- Associazione Italia Russia - Italy
- AVSI - Italy
- Bank of New York Mellon - Italy
- Cairo Institute for Human Rights studies - Egypt
- CARI - Argentina
- Chatham House - United Kingdom
- CheBanca! - Italy
- Consulate General of Ecuador - Spain
- Consulate General of Lebanon - Italy
- Consulate General of the United States - Italy
- COOPI - Italy
- Delegation of the EU to Russia - Russia
- Edison - Belgium
- Embassy of the Republic of Serbia - Belgium
- Eni - Italy
- ENTSOE - Belgium
- European Parliament - Belgium
- FAO - Italy
- Honorary Consulate of the Czech Republic - Italy
- ICE - USA
- IEMed - Spain
- Il Caffè Geopolitico - Italy
- Istituto Affari Internazionali - Italy
- International Criminal Tribunal for the Former Yugoslavia - Netherlands
- International Organization for Migration - Belgium
- Italo-Russian Chamber of Commerce - Italy

- ITC/ILO - Italy
- ITSTIME - Italy
- LVMH - Italy
- MARSH - Italy
- Ministero dello Sviluppo Economico - Italy
- Nielsen - USA
- OSCE - Serbia
- Otterbein University - USA
- Peace Research Institute Frankfurt - Germany
- Pro Ecuador - Italy
- Project for People - Italy
- ProMexico - Italy
- PROMOS - Morocco, Israel, Italy
- Representation of the European Commission in Spain - Spain
- SACE - Italy
- Spanish Tourist Office - Italy
- The Hague Centre for Strategic Studies - Netherlands
- Transcrime - Italy
- UNCTAD - Switzerland
- UNESCO - France
- UNDEF - USA
- Università degli Studi di Trento - Italy
- UNRIC - Belgium
- UniCredit - Germany, Italy
- WHO - Switzerland

## Entry requirements

See the entry requirements section at page 50 for general graduate requirements.

# International Screenwriting and Production (MISP)

| Campus       | School  | Duration                       | Total ECTS | Edition n. |
|--------------|---|--------------------------------|------------|------------|
| Milan, Italy | Arts and Philosophy - Linguistic Sciences and Foreign Literatures | September 2020 - November 2021 | 60         | 10         |

## Course overview

The Master in International Screenwriting and Production aims at creating professional scriptwriters, story editors and producers, providing them with a thorough understanding of the audiovisual industry and a strong knowledge of the storytelling techniques, which are the heart of every project of feature film and television series.

## Curriculum

- Screenwriting theory (8 ECTS/CFU)
- Script analysis and project evaluation (8 ECTS/CFU)
- Writing techniques for audiovisual products (12 ECTS/CFU):
  - Screenwriting practice: treatments, scenes and dialogues, scripts, pitches
  - The writing of genres and adaptation
    - › Writing for different formats: comic books, novels, documentaries, entertainment TV shows, advertising, the web, mobile media, and transmedia projects
  - Screenwriting and production of animation projects
- The audiovisual industry (4 ECTS/CFU)
  - Industries and audiences
  - TV acquisition and programming and film distribution

## DID YOU KNOW?

MISP alumni have been working as writers and producers for top rating TV series and highly successful feature films, or as writers of best selling novels, published in many countries; many of them have been working in high-ranking audiovisual companies such as Cattelleya, Disney, Endemol, Focus Features, Fremantle, Lux Vide, Mediaset, RAI, SKY, among others. They work not only in Italy but also in London, Los Angeles, Madrid, New York, Paris, and many other places.

- The physical production: pre-production, shooting, post-production, contracts and budgeting
- Communication ethics (4 ECTS/CFU)
- Workshop and practical exercises (8 ECTS/CFU)
- Final project (16 ECTS/CFU)

## Final project

Three months before the end of theoretical classes, students will be required to choose between one of the following

careers: screenwriting or production. Students who choose the screenwriting career will present a script for a feature film or a TV pilot. Students who choose the production track will undertake an internship on a film/TV series shooting.

#### Faculty and guest lecturers

- Francesco Arlanch, screenwriter (Anna Karenina, Mary of Nazareth, Medici)
- Luca Bernabei, CEO Lux vide, Rome
- Anne Brogan, producer, General Manager Kindle Entertainment, London
- Bobette Buster, script consultant and lecturer (Northeastern University, USC, Pixar, etc.)
- Gianfranco Cordara, Vice-President International Digital, Disney, Los Angeles
- Armando Fumagalli, Director of the Master, professor of Semiotics and History of Cinema, Università Cattolica, script consultant for Lux vide
- Robin Lyons, Animation Writer and Producer, Calon (UK)
- Luca Manzi, Writer for novel, theater and television, and co-founder of the Master Program
- Cristiana Nobili, Director, Original Live Action Production, Disney Europe, Middle East and Africa (London)
- Jaime Ondarza, Vice President Europe and Africa, Turner
- Paolo Sigismondi, Professor of Global Entertainment, Annenberg School of Communication, University of Southern California, Los Angeles
- John Truby, Screenwriter and script doctor for Disney, Universal, Sony Pictures, Fox, HBO, BBC, etc.

#### Career opportunities & professional recognition

Graduates from the MISP are exposed to a wide range of career opportunities. Graduates have both the theoretical knowledge and the methodological tools suited to pursue professional and managerial careers as:

- Screenwriters or creative producers of television series and feature films
- Authors of TV entertainment programs and documentaries, copywriters, creators of video games and web series, writers of comic books and novels and fiction editors in publishing companies
- Story editors and script consultants
- Supervisors of evaluation, acquisition and programming of TV shows
- Professionals working in different areas of the television and film industry (physical production, distribution, acquisition, product placement, etc.)

#### Program-specific entry requirements

Students from different backgrounds are welcome to apply. The preferred subject areas are as follows:

- Literature
- Philosophy
- Foreign languages
- Media studies and communication

See the entry requirements section at page 50 for other general graduate requirements.

## Luxury Goods Management

| Campus       | School    | Duration  | Total ECTS | Edition n. |
|--------------|-----------|---|------------|------------|
| Milan, Italy | Economics | In-class courses from September 2020 to April 2021; Project work and non-curricular internship from April to September 2021 | 70         | 7          |

#### Course overview

The Master in Luxury Goods Management (EMLUX) is aimed at those students who wish to carry out their career path in the luxury industry, a sector that requires both an understanding of the process of creativity and a solid managerial approach in order to succeed in an international multifaceted environment. Starting from the necessary cultural foundations of luxury and the understanding of the utmost importance of craftsmanship and of the Métiers d'Art which are vital for this industry, EMLUX proceeds to unfold the managerial tools that dominate the functions of a luxury company, with a particular focus on brand and marketing management, communication, retail, finance and accounting, which are key to obtain economic stability and long term growth. The Master has a cross-functional approach as today's and tomorrow's managers are required not only to be specialized in their own field of expertise, but need to be aware of all the connections among different areas. A concrete approach allows students to understand the peculiar logic and strategies of luxury companies, that master the ability to craft products desired by clients worldwide.

#### Curriculum

##### FUNDAMENTALS

- Definition of the luxury environment (5 ECTS/CFU)
- Sociocultural analysis of luxury (4 ECTS/CFU)

### DID YOU KNOW?

The Master boasts a faculty comprised of academics and professionals operating in the particular environment of luxury goods, but also in different sectors: from fashion to jewelry and watches to yachts and accessories.

##### MARKETING & COMMUNICATION

- Marketing management in the luxury industry (5 ECTS/CFU)
- Brand management in the luxury industry (4 ECTS/CFU)
- Communication in the luxury industry (4 ECTS/CFU)
- Market analysis in the luxury environment (4 ECTS/CFU)

##### SALES & RETAIL

- Pricing and retail in the luxury industry (4 ECTS/CFU)
- Sales and customer relationship management (3 ECTS/CFU)

##### ORGANIZATION & GENERAL MANAGEMENT

- Accounting and financial management (4 ECTS/CFU)
- Performance measurement (2 ECTS/CFU)
- Legal issues in the luxury industry (4 ECTS/CFU)

- HR management and business organization (4 ECTS/CFU)
- Cross cultural management (3 ECTS/CFU)

##### OPERATIONS & PROCESS MANAGEMENT

- Product design and development (3 ECTS/CFU)
- Supply chain strategy network and design (4 ECTS/CFU)
- Manufacturing, distribution, operations (4 ECTS/CFU)

##### INNOVATION & TRENDS

- Innovation in the luxury industry (3 ECTS/CFU)

The teaching method is based on: lessons, case analyses, projects and presentations, group and individual work sessions, out-of-class assignments, all finalized by a project work with a practical approach to a managerial issue relating to the luxury industry. To complete the perspective on the luxury environment, EMLUX activities include company visits such as: Baglietto and Sanlorenzo (yachts), Damiani, Van Cleef & Arpels, Chaumet (jewellery), Atelier Pino Grasso (fashion), Excelsior (concept store), Ca' del Bosco (wine & spirits), Fondazione Prada, Fondation Louis Vuitton and Gucci Museum (art and culture), etc.

#### Session in Paris

EMLUX includes a session in Paris, France, with a focus on French luxury. The session is a mix of lectures and visits ranging from jewellery to champagne, from hotellerie to leather goods, etc.

#### Partner companies

EMLUX has been developed in collaboration with the *Cognoli Foundation for the Métiers d'Art* and with the *Fondation de la Haute Horlogerie*.

#### Faculty & teaching staff

The following have lectured in the Master:

- Glyn Atwal, Professor and author of *Luxury Brands in Emerging Markets* and *The Luxury Market in India: Maharajas to Masses*
- Paolo Balistrieri, Head of Anticounterfeiting for Southern Europe at Louis Vuitton Mallettier – LVMH Fashion Group
- Christopher Berry, author of *The Idea of Luxury – a conceptual and historical investigation*
- Francesca di Carrobbio, CEO at Hermès Italie
- Davide Castelveto, Head of CRM at Marni
- Alberto Cavalli, Executive Director at Michelangelo Foundation for Creativity and Craftsmanship, General Manager at Fondazione Cognoli dei Mestieri d'Arte
- Michel Chevalier, Professor at University Paris Dauphine; author of *Luxury Brand Management, Luxury China: Opportunities and Market potential and Luxury Retail Management*

- Franco Cologni, former Chief Executive of Cartier International, Chairman at Fondazione Cognoli dei Mestieri d'Arte
- Massimo Cremona, former Partner at Pirola Pennuto Zei
- Marco De Angeli, Clients and External Relations Director at ABC; Adjunct Professor in Communication Strategy at Università Cattolica del Sacro Cuore Milano
- Elisabetta di Noto, Project Manager, Megayachts Production Manager at Azimut Benetti Group
- Alberto Festa, Consultant, Professor of Luxury Management at LUISS University, former CEO at Vhernier, former President at Bulgari USA
- Pino Grasso, Haute Couture Embroiderer winner of the Prix Talent du Luxe et de la Création of the Centre du Luxe et de la Création Paris
- Jean-Noel Kapferer, Professor at HEC and author of *Luxury Strategy* and *Kapferer on Luxury: How Luxury Brands Can Grow Yet Remain Rare*
- Paola Leoni, Founder and Managing Partner at Corporate Advisors
- Matteo Marzotto, President at Dondup, former CEO at Valentino and Vionnet
- GianMario Motta, General Manager at Spring Studios
- Uché Okonkwo, Executive Director at Luxe Corp, author of *Luxury Fashion Branding* and *Luxury Online: Styles, Systems, Strategies*
- Marco Paolini, CEO of Caffè Florian
- Ivo Pezzuto, Economic Advisor, author and Full Professor in Business Management at Università Cattolica del Sacro Cuore Milano
- Massimo Piombini, CEO Balmain
- Manfredi Ricca, Managing Director Interbrand Italy, author of *Meta-luxury*
- Carl Rohde, Head of Science of the Times Professor of Trendwatching at Fontys Universities
- Robert Singer, former CFO at Gucci, Director at Coty Inc, Independent Director at Tiffany Inc. and Independent Non-Executive Director at Jimmy Choo Group Limited
- Alessandro Varisco, CEO of Twin-Set
- Pierre Xiao Lu, Professor and Author of *Elite China: Luxury consumer behavior in China and Luxury China – Market Opportunities and potential*

#### Entry requirements

See the entry requirements section at page 50 for other general graduate requirements.

## Middle Eastern Studies (MIMES)

| Campus       | School | Duration                | Total ECTS | Edition n. |
|--------------|--------|-------------------------|------------|------------|
| Milan, Italy | ASERI  | January - December 2021 | 60         | 7          |

#### Course overview

The Master in Middle Eastern Studies (MIMES) aims to guide students across this diverse and fascinating region, which, since decades, is at the center of the geo-strategic interest of the international system. The program is specifically tailored for graduates of various disciplines and backgrounds, who are interested in obtaining a better knowledge of the Middle East region. The program goes beyond the simple area-studies approach to favor a multidisciplinary one, offering solid historical, political and institutional perspectives of the current domestic, regional and international dynamics affecting the

### DID YOU KNOW?

Students in past editions participated in internships within global companies, think tanks and organisations such as: ActionAid, ISPI, MERI, Musawah, Transparency International, Special Tribunal for Lebanon, UN OCHA and Windows for Peace.

stability of the region, as well as a critical outlook on current debates over the Middle East. Specific sections are devoted to the analysis of the historical and religious foundations of the modern Middle East, from the birth of Islam to the evolution of Islamic thought, law and economy. A dedicated course will offer a linguistic analysis of the political and juridical terminology and a glossary in Arabic. MIMES analyzes in details infra-regions and inter-regions peculiarities and relations, from Maghreb to Central-Southern Asia, encouraging a comparative and holistic area studies approach.

### Curriculum

The Master in Middle Eastern Studies is articulated in five complementary levels, fostering multidimensional training and cross-fertilization, integrating scientific methodologies and operative competences. The topics are the following:

#### 1<sup>ST</sup> LEVEL - PROPAEDEUTIC PHASE: HISTORY, POWER AND INSTITUTION. THE CONCEPTUAL FOUNDATION OF THE MIDDLE EAST

- Methodological introduction: debates on the Middle East
- History of the Middle East
- Religion, society and thought in the Islamic Middle East
- Islamic law and economy
- Study of political and juridical terminology - glossary in Arabic
- Middle East within the 20th century international order

#### 2<sup>ND</sup> LEVEL - IN-DEPTH ANALYTICAL PHASE: SUB-REGIONAL CONTEXTS

- Maghreb
- Mashreq
- Sub-Saharan Africa
- South-West Asia and the Gulf
- Central-Southern Asia

#### 3<sup>RD</sup> LEVEL - THEMATIC AND CONTEMPORARY ISSUES

- Politics in contemporary Middle East and the current international relations context
- Global security: jihadism, violent activism, conflicts and nuclear proliferation
- Post-conflict institution-building and human security
- Gender, ethno-religious diversity and pluralism in the Middle East
- Energy and geopolitics of resources
- Contemporary economic trends

#### 4<sup>TH</sup> LEVEL - PROJECT WORK

Students are required to develop a personal research project on a topic related to Middle Eastern affairs, under the supervision of a MIMES professor. It is suggested to connect the project work to the internship experience.

#### 5<sup>TH</sup> LEVEL - INTERNSHIP

The Master is completed with an internship in Italy or abroad within an institution whose mission and activities are consistent with the Master's program. Usually lasting three months, this gives students the invaluable opportunity to test and strengthen the competencies acquired during the Master. As an alternative, students who do not carry out an internship may choose to attend an Arabic, Persian or Turkish language course.

### Faculty & teaching staff

The Master in Middle Eastern Studies offers high quality training to students from all over the world. They will take part in team projects with the guidance of important scholars and leading professionals from the Middle East as well as from Europe and the U.S.

#### Faculty members:

The faculty is composed of scholars, researchers and professionals from international institutions and non-governmental organizations, sharing their experience with the class. Among these:

- Prof. Riccardo Redaelli, MIMES Director - Università Cattolica
- Dr. Ibrahim Al-Marashi - California State University San Marcos
- Ms. Eleonora Ardemagni - ISPI and Nato Defense College Foundation
- Prof. Paolo Branca - Università Cattolica
- Dr. Marina Calculli - Leiden University
- Prof. Massimo Campanini - Università degli Studi di Trento
- Dr. Estella Carpi - University College London
- Prof. Martino Diez - Fondazione OASIS and Università Cattolica
- Prof. Wael Faruq - American University in Cairo
- Prof. Ersilia Francesca - Università degli Studi di Napoli l'Orientale
- Dr. Michele Gaietta - JRC (Joint Research Center)
- Prof. Mehran Kamrava - Georgetown University's School of Foreign Service in Qatar
- Prof. Bahgat Korany - American University in Cairo
- Mr. Marco Latif - Monitor Deloitte
- Mr. Paolo Lembo - former UNDP and World Green Economy Organization
- Prof. Marco Lombardi - Università Cattolica
- Dr. Paolo Maggiolini - Università Cattolica
- Dr. Alessia Melcangi - Sapienza Università di Roma
- Prof. Massimo Papa - Università di Roma Tor Vergata
- Dr. Andrea Plebani - Università Cattolica

In addition each year a number of professionals from international institutions, non-governmental organizations and applied researchers give open lectures and seminars.

#### Career opportunities

MIMES provides graduate students with a detailed, comprehensive knowledge of the wider Middle East, beneficial to undertake a number of different careers, consistently with their previous training and experience, within:

- International institutions
- Private companies
- NGOs
- Research centers and area studies
- Media networks

#### Entry requirements

See the entry requirements section at page 50 for general graduate requirements.

# Strategic Management for Global Business

| Campus       | School | Duration                      | Total ECTS | Edition n. |
|--------------|--------|-------------------------------|------------|------------|
| Milan, Italy | ALTIS  | September 2020 - October 2021 | 64         | 13         |

### Course overview

The Master in Strategic Management for Global Business provides students with the skills and knowledge required to become innovative and successful managers, entrepreneurs and consultants of tomorrow's global economy. Upon completion of the program, students will have learnt how to understand the strategic drivers of long-term success of a company, how to recognize the challenges and opportunities of the international economy and how to leverage on the issues of Corporate Social Responsibility (CSR), sustainability and impact management in order to turn them into sound, innovative and socially responsible business opportunities.

### Curriculum

The Master offers a blended format, combining online courses - that can be attended remotely - and in-class courses, followed by the Action Project. The curricular courses can be grouped in four main areas.

#### STRATEGY AND ENTREPRENEURSHIP

- Introduction to strategic management (online course)
- Business strategy
- Corporate strategy
- Innovation and sustainability
- Entrepreneurship
- Business planning

#### MANAGING BUSINESS ORGANIZATION AND PROJECT MANAGEMENT

- Leadership organization and international HR management
- Multicultural management
- Operations
- Project management

#### FINANCE AND ECONOMICS

- Introduction to economics (online course)
- Economics and globalization
- Basic accounting (online course)
- Financial accounting
- Managerial accounting
- Global finance

#### MARKETING AND SALES

- Strategic marketing
- Digital strategies
- Sales strategy
- Communication and promotion (online course)
- Sales operations (online courses)

#### EXCEL LAB

This workshop, based on working through the vast possibilities of automated spreadsheets, will help students discover areas for improvement in own number-crunching skills and offer the chance to fill the gaps in technical skillset.

### DID YOU KNOW?

The program provides a hands-on, 360° perspective on strategic management, forming young professionals ready to work in a complex global environment. Whirlpool, Amazon, Ernst & Young, Coca Cola and Credit Agricole are just some of the companies that welcomed ALTIS students as interns, consultants and employees in recent editions.

#### EXTRA - CURRICULAR COURSES

In addition to the Master's rich curricular program, students will also have access to other workshops that will contribute to their individual personal development.

- Public speaking
- Personal coaching

#### Action project

The Master includes a three months action project, whose aim is to give students the opportunity to experience and put the competences and skills acquired with the master into practice. The project can be an internship, a business plan for a start-up or an existing company, a consultancy project or a research paper. A tailor-made tutoring process will support each student in the definition and execution of their action project.

Knowledge of the Italian language will facilitate students in the search of a local internship.

#### Faculty & teaching staff

A well-mixed faculty consisting of both top qualified Università Cattolica professors, national and international visiting lecturers, and experienced professionals guarantees a solid knowledge base together with a truly market-oriented learning experience. Guest speakers from renown multinationals, consultancy groups and successful entrepreneurs will enrich lectures with vivid testimonies and with networking opportunities. Finally, students will have the opportunity to visit companies throughout the Master's program in order to meet current market practitioners.

#### Partner companies

An extensive and consolidated network of companies, deriving from more than a decade long Master's history and from the manifold activities of ALTIS, guarantees a great exposure to the market, both for in-class activities and in relation to the students' action project.

### Career opportunities

The Master prepares students to become:

- Managers capable of guiding enterprises' processes and functions in an innovative, sustainable and socially responsible way, both in small and medium enterprises and in multinational contexts
- Entrepreneurs of small and large scale enterprises capable of starting a new business and/or expanding an existing one
- Consultants capable of professionally and effectively interact with clients and suggest innovative strategic solutions for their business

### Program-specific entry requirements

- Applicants may have various background with a preference for students from Business Administration, Economics or Engineering studies
- Strong motivation, managerial and entrepreneurial orientation interest in impact entrepreneurship, internationalization, innovative businesses, sustainability and CSR

See the entry requirements section at page 50 for other general graduate requirements.

## Viticulture and Enology INNOVATION MEETS TRADITION (VENIT)

| Campus          | School                                       | Duration                        | Total ECTS | Edition n. |
|-----------------|--|---------------------------------|------------|------------|
| Piacenza, Italy | Agriculture, Food and Environmental Sciences | September 2020 - September 2021 | 60         | 5          |

### Course overview

The Master in Viticulture and Enology aims at addressing how vineyard and winery innovation is quickly becoming part of the Italian viticulture tradition. Italy is now the largest wine producer in the world and boasts the greatest variety in terms of cultivars. The peculiarities of Italian viticulture and opportunity to maintain a leading role in the field are today bound to the ability of introducing sustainable innovation without losing its well-known appeal. Students will acquire a solid methodology and knowledge suitable to address innovation issues in vineyard and winery; specific skills for new canopy management techniques suitable to mitigate undesired climate-related effects, new sustainable approaches for pest and disease control, precision viticulture and enology. They will develop the ability to diagnose limiting factors occurring in vineyards and wineries and to produce suitable solutions. Finally they will learn to pro-actively take part in discussions dealing with viticulture and enology topics.

### Curriculum

- Vineyard variability: traditional and precision approaches
- Topics in wine-marketing
- Enhancing the wine quality: innovation in monitoring and controls
- Applied grapevine eco-physiology
- Advances in enology
- Disease and pest management toward a sustainable viticulture
- Seminars on sustainable pesticides use and genetic traceability will also be provided

ECTS of each course also include practical activities, wine tasting and field visits. VENIT also offers extra-curricula lab and field courses.

### Faculty & teaching staff

The faculty is composed of scholars and professionals sharing their experience with the class. The teaching staff is made of both Università Cattolica professors and international visiting scholars.

### FORTHCOMING VISITING PROFESSORS

- Prof. Christian Butzke, Purdue University, USA

### PAST VISITING PROFESSORS

- Prof. Saucier Cédric - University of Montpellier
- Prof. Paolo Sabbatini - Michigan State University
- Prof. Fernando Zamora Marín, Universitat Rovira i Virgili

### DID YOU KNOW?

"Wine" in Italy is history, tradition, cultural heritage, pairing with food, and an increasingly important business sector. From 1993 up to 2015, there's been a + 388% export (in value) for the Italian wine sector. Italy has more than 450 cultivars, and grapes are grown in every region with a multitude of terroirs and wine styles.

### Partner companies

Here are a few names of prestigious Wine Estates that gave their preliminary acceptance in hosting internships: Azienda Agricola Cavalleri – Franciacorta, Azienda Agricola La Tosa, Azienda Alois Lageder, Barone Ricasoli, Bosca, Botrugno Vini e Viti cultori, Ca' Del Bosco, Campari, Cantina Su'entu, Cantine del Notaio – Aglianico del Vulture, Castello di Luzzano, Castello di Magione, Cecchi, Contadi Castaldi, Contratto, Fondazione Edmund Mach, Il Poggiarello, Marchesi Antinori, Marchesi Mazzei, Marramiero, Mezzacorona, Michigan State University (MSU), Mossi, Pico Maccario, Poderi dal Nespole, Res Uvae, Santa Margherita, Sella e Mosca, Società Agricola San Felice, Tenuta Conte Vistarino, Tenute Ruffino, Vigne Olcru, Zenato, Zonin.

### Career opportunities

The Master's qualification in Viticulture and Enology: Innovation Meets Tradition will open up professional opportunities in the fields of viticulture and enology chain; wine marketing and distribution; restaurants; large scale retail trade and freelancing.

### Program-specific entry requirements

Basics in viticulture and enology are required. For those not having such requirement, a pre-course named "Viticulture, Enology and Pest Pathology" is offered over the three weeks preceding the start of the Master.

See the entry requirements section at page 50 for other general graduate requirements.

## Credit Risk Management 2<sup>ND</sup> LEVEL ADVANCED SPECIALIZING MASTER

| Campus       | School                                  | Duration                     | Total ECTS | Edition n. |
|--------------|---|------------------------------|------------|------------|
| Milan, Italy | Banking, Finance and Insurance Sciences | November 2020 - October 2021 | 60         | 12         |

### Course overview

The Master in Credit Risk Management (CRERIM) is the only Specializing Master program on Credit Risk Management in Italy. It combines quantitative training with a multidisciplinary vision of the credit risk, its management and its measurement. Being a SAS accredited Academic Master program, it offers the possibility to work in software SAS and prepare for the official examination, and a chance to obtain the internationally valued SAS certificate.

### Curriculum

The course outline is composed of an integrated study course for each didactic area, designed as follows:

### PROPAEDEUTIC COURSES (18 ECTS/CFU):

- Statistics (6 ECTS/CFU)
- Financial accounting (4 ECTS/CFU)
- Introduction to credit risk (4 ECTS/CFU)
- Legal framework and retail lending (4 ECTS/CFU)

### CORE COURSES (36 ECTS/CFU):

- Client acquisition (12 ECTS/CFU)
- Credit portfolio management (8 ECTS/CFU)
- Planning (6 ECTS/CFU)
- Analytical data processing for credit analysis: SAS (10 ECTS/CFU)

### FIELD PROJECT WORK AND SEMINARS (6 ECTS/CFU)

### Course duration

- Lessons - 390 hours
- Work groups and workshops - 610 hours
- Internship and final report - 500 hours

### Partners

The Scientific Committee is supported by an Advisory Board composed of managers and corporate consultants from the banking and financial world: Lorenzo Bocchi, Head of Credit and Operational Risk Practice, Prometeia; Andrea Consonni, Pricing Unit, Retail Department, International Subsidiary Banks, Intesa Sanpaolo; Tommaso Giordani, Chief Risk Officer, Banca Sella; Matteo Namari, Responsible for the Italian Markets, Moody's Analytics; Antonio Arfè, Partner, Deloitte Consulting; Emanuele Giovannini, Head of Italy Credit Risk Modelling, Unicredit; Anselmo Marmonti, Director Risk Practice, South EMEA - SAS.

### DID YOU KNOW?

Students are given the opportunity to prepare for the SAS Base official examination which opens the door to new professional possibilities, thanks to the international value of a SAS certification.

### Career opportunities

The acquired skills will enable participants to carry out credit risk management activities in banks, insurance companies, consultant firms, IT vendors at an international level. The placement rate of CRERIM Alumni is above 90% (100% in the last two years). Placement opportunities are also provided by the internship phase offered, over the years, by: Banca Leonardo, Banca Mediolanum, Banca Sella, Banca Popolare di Milano, Barclays Bank, Be Consulting, BNP Paribas, CheBanca, Cofidis, Consilia Business Management, Crif, Deloitte Consulting, Deutsche Bank, Diner's, Experian, Eurizon Capital, Fidelity, Generali RE, Mc Kinsey & C., Intesa Sanpaolo, Juno Consulting, Prometeia, SAS, Unicredit Spa.

### Program-specific entry requirements

Candidates best suited for the program will have a 4/5 years degree in Economics, Finance, Mathematics, Physics, Engineering, or Statistics.

See the entry requirements section at page 50 for other general graduate requirements.

# Economics and Finance 2<sup>ND</sup> LEVEL SPECIALIZING MASTER

| Campus       | School    | Duration                     | Total ECTS | Edition n. |
|--------------|-----------|------------------------------|------------|------------|
| Milan, Italy | Economics | November 2020 - October 2021 | 60         | 14         |

## Course overview

The Master in Economics and Finance allows students to pursue specialized training in Economics by providing a thorough understanding of the role and working of economic and financial markets and institutions in modern economies.

Regular classes are complemented by mini-courses and lectures by leading international scholars, as well as a year-long seminar series.

Besides acquiring all fundamental tools for today's economist, our students can take field courses (such as public/political economics or finance), gaining an expertise to properly assess the current policy debate or enter the world of finance.

## Curriculum

### 1<sup>ST</sup> TERM (NOVEMBER 2020 - DECEMBER 2020)

- Mathematics (8 ECTS/CFU)

### 2<sup>ND</sup> TERM (JANUARY 2021 - MARCH 2021)

- Econometrics (10 ECTS/CFU)
- Microeconomics - advanced course (10 ECTS/CFU)

### 3<sup>RD</sup> TERM (APRIL 2021 - JULY 2021)

- Macroeconomics - advanced course (10 ECTS/CFU)
- Research methods (6 ECTS/CFU)
- Public economics/Finance (8 ECTS/CFU)

### 4<sup>TH</sup> TERM (SEPTEMBER 2021 - OCTOBER 2021)

- Project work (8 ECTS/CFU)

## Project work

The Master is granted upon the completion of all coursework and of a research project by which students show their ability to dominate the topics covered in the coursework undertaken in the first three terms. Typically the research project takes the form of a research paper written under the supervision of a member of the Master faculty or of a researcher approved by the Director of the Master. Under certain circumstances, a student may be given the opportunity to undertake an internship on a project that is evaluated by the Director of the Master being consistent with the Master goals. In these cases, the research paper can be substituted by an essay detailing the results achieved during the internship, to be written under the supervision of a member of the Master faculty and/or of the external tutor supervising the internship activity. Both in the case of a research paper and of a stage essay, the candidate will have to defend the results of her/his research during an oral final exam, in which the overall performance of the candidate in the Master will also be assessed.

## DID YOU KNOW?

In recent editions, our seminar series featured leading scholars from top European and US institutions, such as Northwestern University, UCLA, Columbia University, Harvard Business School, London School of Economics, Universitat Pompeu Fabra, European University Institute, University of Zurich, Goethe University Frankfurt, European Central Bank. Our research environment also benefits from many initiatives, such as an "Annual Lecture" in Political Economy, which, in recent years, has been delivered by prominent academics such as James Robinson (Harvard University), Peter Howitt (Brown University), Howard Rosenthal (Princeton University), and Daron Acemoglu (Massachusetts Institute of Technology - MIT).

## Career opportunities

The Master provides an ideal starting point for careers in central banks, governments and international organization (such as ILO, IMF, OECD or the World Bank). At the same time, our field courses pave the way for a career in the private sector (for example in fields such as corporate finance, as well as asset and wealth management). Students will also acquire the knowledge and research experience needed in order to enter a Ph.D. program in Economics, as a first step for an academic career.

## Program-specific entry requirements

Students need to hold a degree that allows access to a Ph.D. program in the awarding country of the degree.

See the entry requirements section at page 50 for other general graduate requirements.

# Italian-taught programs

## ACADEMIC OFFERING\*

### GRADUATE PROGRAMS M.Sc. (Lauree Magistrali)

#### MILAN CAMPUS

##### Facoltà di Economia (Economics)

- Economia
- Economia e legislazione d'impresa
- Economia e gestione dei beni culturali e dello spettacolo
- Comunicazione per l'impresa, i media e le organizzazioni complesse
- Management per l'impresa
- Mercati e strategie d'impresa
- Direzione e consulenza aziendale
- Scienze statistiche, attuariali ed economiche

##### Facoltà di Lettere e Filosofia (Arts and Philosophy)

- Archeologia e storia dell'arte
- Filologia moderna
- Filosofia
- Scienze dell'antichità
- Comunicazione per l'impresa, i media e le organizzazioni complesse
- Economia e gestione dei beni culturali e dello spettacolo

##### Facoltà di Psicologia (Psychology)

- Psicologia clinica e promozione della salute: persona, relazioni familiari e di comunità
- Psicologia per le organizzazioni: risorse umane, marketing e comunicazione
- Psicologia dello sviluppo e dei processi di tutela
- Psicologia per il benessere: empowerment, riabilitazione e tecnologia positiva

##### Facoltà di Scienze Bancarie, Finanziarie e Assicurative (Banking, Finance and Insurance Sciences)

- Economia dei mercati e degli intermediari finanziari

##### Facoltà di Scienze della Formazione (Education)

- Consulenza pedagogica per la disabilità e la marginalità
- Scienze e tecniche delle attività motorie preventive e adattate
- Scienze pedagogiche e servizi alla persona
- Media education
- Filosofia

##### Facoltà di Scienze Linguistiche e Letterature Straniere (Language Sciences and Foreign Literature)

- Lingue, letterature e culture straniere
- Scienze linguistiche

##### Facoltà di Scienze Politiche e Sociali (Political and Social Sciences)

- Gestione del lavoro e comunicazione per le organizzazioni
- Politiche europee ed internazionali
- Politiche per la cooperazione internazionale allo sviluppo
- Lavoro sociale e servizi per le famiglie, i minori e le comunità

- Politiche pubbliche
- Gestione del lavoro e comunicazione per le organizzazioni

#### PIACENZA-CREMONA CAMPUS

##### Facoltà di Economia e Giurisprudenza (Economics & Law)

- Gestione d'azienda
- Food marketing e strategie commerciali

##### Facoltà di Scienze agrarie, alimentari e ambientali (Agricultural, Food and Environmental Sciences)

- Scienze e tecnologie agrarie
- Scienze e tecnologie alimentari
- Food marketing e strategie commerciali

##### Facoltà di Scienze della Formazione (Education)

- Progettazione pedagogica nei servizi per minori

#### BRESCIA CAMPUS

##### Facoltà di Scienze della Formazione (Education)

- Progettazione pedagogica e formazione delle risorse umane

##### Facoltà di Lettere e Filosofia (Arts and Philosophy)

- Filologia moderna
- Gestione di contenuti digitali per i media, le imprese e i patrimoni culturali
- Scienze religiose

##### Facoltà di Psicologia (Psychology)

- Psicologia degli interventi clinici nei contesti sociali

##### Facoltà di Scienze Linguistiche e Letterature Straniere (Language Sciences and Foreign Literature)

- Scienze linguistiche

##### Facoltà di Scienze Matematiche, Fisiche e Naturali (Mathematics, Physics and Natural Sciences)

- Fisica
- Matematica

#### ROME CAMPUS

##### Facoltà di Economia (Economics)

- Management dei servizi

##### Facoltà di Medicina e Chirurgia (Medicine and Surgery)

- Scienze riabilitative delle professioni sanitarie
- Management dei servizi
- Scienze infermieristiche e ostetriche

## HOW TO APPLY

See last page of brochure. Note: motivation letter and CV shall be submitted in Italian.

\* Based on 2019/20 program list

# Studi Italiani (ITALIAN STUDIES)

| Campus       | School              | Duration                    | Total ECTS | Edition n. | Tuition fee |
|--------------|---------------------|-----------------------------|------------|------------|-------------|
| Milan, Italy | Arts and Philosophy | January 2021 – October 2021 | 60         | 3          | 6,500€      |

The Master in Studi Italiani, **taught entirely in Italian**, is aimed at graduates who wish to strengthen their linguistic skills and acquire knowledge of the Italian culture. The didactic method is highly innovative boasting both compulsory and elective courses: additional to workshops and theoretical lessons, students will enhance their learning through guided tours and a summer school. To emphasize the interdisciplinary nature of the program, with the help of a group Tutor, students are encouraged to customize their study plan in areas such as language studies, arts and literature, communication & media studies. Learn more > [master.unicatt.it/StudiItaliani](http://master.unicatt.it/StudiItaliani)

## MILAN CAMPUS

### Facoltà di Economia (Economics)

- Account e sales management. Tecniche di gestione e negoziazione applicate alle vendite
- Accounting and auditing
- Competenze filosofiche per le decisioni economiche
- Corporate governance
- Digital innovation & Fintech: la trasformazione digitale nel settore bancario e assicurativo
- Economia e gestione degli scambi internazionali
- Executive master in sviluppo strategico delle PMI
- Executive master in social entrepreneurship - EMSE
- Finanza: strumenti, mercati e sostenibilità
- International HR management
- Museologia, museografia e gestione dei beni culturali
- Pianificazione e controllo

### Facoltà di Giurisprudenza (Law)

- Consulenza del lavoro e direzione del personale - MUCL
- Diritto penale dell'impresa

### Facoltà di Lettere e Filosofia (Arts and Philosophy)

- Account e sales management. Tecniche di gestione e negoziazione applicate alle vendite
- BookTelling. Comunicare e vendere contenuti editoriali
- Comunicare l'automotive. Auto, ciclo e motociclo
- Comunicazione, marketing digitale e pubblicità interattiva
- Comunicazione musicale
- Competenze filosofiche per le decisioni economiche
- Digital communications specialist
- Fare Radio: ideazione, produzione e gestione dei progetti radiofonici
- Fare TV: gestione, sviluppo, comunicazione
- Giornalismo a stampa, radiotelevisivo e multimediale
- Ideazione e produzione audiovisiva, cinematografica e per i media digitali - IPM
- Ideazione e progettazione di eventi culturali - MEC
- Management dell'immagine, del cinema e dell'audiovisivo
- Media relation e comunicazione d'impresa
- Museologia, museografia e gestione dei beni culturali
- Professione editoria cartacea e digitale
- Progettare cultura. Arte, design, imprese culturali
- Studi Italiani

### Facoltà di Psicologia (Psychology)

- Affido, adozione e nuove sfide dell'accoglienza familiare:

### aspetti clinici, sociali e giuridici

- Comunicazione per le industrie creative
- Disfunzioni cognitive in età evolutiva. Assessment e intervento neuropsicologico per disturbi e difficoltà di apprendimento e disabilità intellettiva
- Gestione e sviluppo delle persone nelle organizzazioni: gli strumenti di intervento della psicologia del lavoro
- Mediazione familiare e comunitaria
- Neuroscienze cliniche: valutazione, diagnosi e riabilitazione neuropsicologica e neuromotoria
- Psicologia penitenziaria e profili criminologici

### Facoltà di Scienze Bancarie, Finanziarie e Assicurative (Banking, Finance and Insurance Sciences)

- Compliance in financial institutions - COFIN
- Corporate advisory e risorse interculturali - CARINT

### Facoltà di Scienze della Formazione (Education)

- Competenze interculturali. Formazione per l'integrazione sociale
- Didattica e psicopedagogia per alunni con disturbo dello spettro autistico
- Relazione d'aiuto in contesti di sviluppo e cooperazione nazionale ed internazionale
- Servizi educativi per il patrimonio artistico, dei musei storici e di arti visive
- Teoria e metodologia della preparazione atletica nel calcio

### Facoltà di Scienze Linguistiche e Letterature Straniere (Language Sciences and Foreign Literature)

- Corporate advisory e risorse interculturali - CARINT
- Deutsch für die internationale Wirtschaftskommunikation
- Didattica dell'Italiano L2
- Digital communications specialist
- Fare TV: gestione, sviluppo, comunicazione
- International HR management
- Il russo per le imprese internazionali del Made in Italy

### Facoltà di Scienze Politiche e Sociali (Political and Social Sciences)

- Comunicazione, marketing digitale e pubblicità interattiva
- Comunicazione per le industrie creative
- Economia e politiche internazionali
- Politics, economics and culture of China - MAPECC
- Risorse umane e organizzazione

## PIACENZA-CREMONA CAMPUS

### Facoltà di Economia e Giurisprudenza (Economics & Law)

- Agri-food Business
- Management internazionale - MINT
- Public governance & management - PGM
- Supply Chain Management e Innovazione Digitale

### Facoltà di Scienze agrarie, alimentari e ambientali (Agricultural, Food and Environmental Sciences)

- Food-identity (Prodotti tipici europei)
- Agri-food business
- Viticultura ed enologia europea ed internazionale

## BRESCIA CAMPUS

### Facoltà di Psicologia (Psychology)

- Neuroscienze cliniche: valutazione, diagnosi e riabilitazione neuropsicologica e neuromotoria

### Facoltà di Scienze della Formazione (Education)

- Gestione e comunicazione della sostenibilità. Formazione, green jobs, circular economy

### Facoltà di Scienze Matematiche, Fisiche e Naturali (Mathematics, Physics and Natural Sciences)

- Gestione e comunicazione della sostenibilità. Formazione, green jobs, circular economy

### Facoltà di Scienze Politiche e Sociali (Political and Social Sciences)

- Gestione e comunicazione della sostenibilità. Formazione, green jobs, circular economy

## ROME CAMPUS

### Facoltà di Medicina e Chirurgia (Medicine and Surgery)

- Accessi venosi a medio e lungo termine
- Alimentazione per la salute, il benessere e lo sport
- Angiologia
- Antibiotic stewardship
- Applicazioni biomediche della spettrometria di massa
- Approcci chirurgici alla cerniera craniocervicale (cadaver lab sulla chirurgia spinale complessa)
- Assistente alla ricerca clinica
- Automazione ed informatica medica per il laboratorio clinico
- Breast nurse
- Cardiologia interventistica: prevenzione e gestione delle complicanze
- Chirurgia bariatrica e metabolica
- Chirurgia colo-rettale
- Chirurgia digestiva oncologica
- Chirurgia epato-biliare
- Chirurgia funzionale estetica e ricostr.della piram.nasale
- Chirurgia implantare di base ed avanzata e riabilitazione implantoprotesica
- Competenze e servizi giuridici in sanità
- Counselling familiare e di coppia
- Counselling socio-educativo
- Cure palliative e terapia del dolore per professioni sanitarie
- Diagnosi e terapia delle patologie ipotalamo ipofisarie
- Diagnostica ecografica internistica e terapia ecoguidate
- Diagnostica per la medicina di precisione e dei sistemi
- Dietetica e nutrizione
- Endocrinochirurgia e senologia
- Endoscopia
- Endoscopia digestiva operativa in età adulta e pediatrica
- Epidemiologia e biostatistica
- Female pelvic medicine and reconstructive surgery
- Infermieri di pronto soccorso (Brescia)

- Infermieri e ostetriche di comunità (Brescia)
- Infermieristica di area critica
- International master degree in gynecologic oncology
- La nutrizione in gravidanza: dall'epoca preconcezionale al post-partum
- Malattie dell'apparato digerente nelle dimensioni assistenziali ospedaliera e territoriale
- Management per le funzioni di coordinamento
- Management delle imprese biomediche e biotecnologiche
- Medicina e chirurgia rigenerativa polispecialistica
- Nursing degli accessi venosi
- Nursing di anestesia
- Nursing in terapia intensiva pediatrica
- Operating room management
- Organizzazione e gestione delle aziende e dei servizi sanitari
- Ortognatodonzia e gnatologia (corso teorico – clinico)
- Pastoral counselling per il benessere psico-fisico e spirituale
- Patient advocacy management
- Pharmacy management
- Professioni sanitarie con funzioni di coordinamento: master in organizzazione e gestione (Brescia)
- Psico-oncologia
- Risk management: decisioni, errori e tecnologia in medicina
- Robotic and digital transformation: impact on the healthcare and hospital management
- Sepsi in chirurgia
- Stomaterapia ed incontinenze (Brescia)
- Strumentista per la chirurgia della donna
- Strumentisti di sala operatoria
- Strumentisti di sala operatoria (Brescia)
- Strumentisti di sala operatoria di ortopedia e traumatologia
- Sviluppo preclinico e clinico del farmaco: aspetti tecnico-scientifici, regolatori ed etici
- Tecniche di ecografia cardiovascolare
- Tecniche di ecografia cardiovascolare (Brescia)
- Tecniche diagnostiche autoptiche, forensi ed istocitotecnologiche (Pathology assistant 1)
- Tecniche diagnostiche autoptiche, forensi ed istocitotecnologiche (Pathology assistant 2)
- Terapia intensiva pediatrica
- Terapie integrate nelle patologie oncologiche femminili
- Trapianti di organo
- Trapianti d'organo ed emodialisi
- Terapia intensiva cardiologica
- Valutazione e gestione delle tecnologie sanitarie

## HOW TO APPLY

To apply for Italian-taught Specializing Masters please visit > [master.unicatt.it](http://master.unicatt.it) or contact > [international.inquiry@unicatt.it](mailto:international.inquiry@unicatt.it)

# Because we care

## UPON ARRIVAL

### LIVING EXPENSES PER ANNUM

- Accommodation (not including meals)\* From €5,000 to €8,000
- Personal expenses From €2,400 to €4,800
- Books €400
- Local Transportation €200
- Food From €1,500 to €2,000
- Traveling and extra-curricular activities From €1,000 to €2,000

\* The cost may vary depending on the area, the kind of room (single or double), utilities etc.

### CAN I WORK WHILE STUDYING?

Non-EU students entering Italy on a student VISA are permitted to work part-time (20 hours per week). Please note that many part-time job employers require students to have a good knowledge of the Italian language.

### ACCOMMODATION

Cattolica facilitates the hunt for accommodation by making available residences on or near its campuses, or providing a list of recommended private housing providers specialised in international students' accommodation. Each city campus has different options. Details at [international.unicatt.it](https://international.unicatt.it)

### MEDICAL INSURANCE

#### EU Citizens

If you are a national from either an EU Member State or an EEA country or you are of Swiss nationality, you should have a European Health Insurance Card (eHIC, Italian acronym: TeAM) obtained in your home country from your national healthcare authority. The European Health Insurance Card (or eHIC) allows you to receive medical treatment in another member state for free, or at a reduced cost. A patient contribution is required for prescriptions, medical examinations, oral and dental care.

#### Non-EU Citizens

If you are a non-EU citizen you must take out an International Health Insurance which covers costs related to medical treatment and admission to hospital. If allowed by the Embassy/Consulate, you can also buy an Italian national Health Insurance upon arrival to Milan. UCSC International will provide all necessary forms during the Orientation Events.

### LOCAL TRANSPORTATION

Students on all campuses will have access to discounts on public transportation, as well as bike sharing services.



### DO YOU SPEAK ITALIAN

Learning a basic level of Italian will improve your experience at Cattolica. Our Italian language & culture courses are designed to help students take their first steps and build their knowledge of the Italian language and environment, giving them the necessary tools to better communicate with locals and deal with everyday situations. The students' learning journey will be guided by a team of qualified and experienced native speaking instructors who know the situations you are likely to encounter and will point you in the right direction.

For details please visit [international.unicatt.it](https://international.unicatt.it)

# Settling in

## LIFE AT CATTOLICA

### EDUCATT

#### What is EDUCatt?

A non-profit foundation, ensuring that students receive equal access to different services in Cattolica. EDUCatt manages scholarships, financial support, and residency/dormitory accommodation.

### STUDENT ASSOCIATIONS

#### International student associations (Milan campus)

Erasmus Student Network (ESN) is an invaluable support network for international students. It organizes numerous social and cultural events, tours and recreational activities.

#### Smint Piacenza (Piacenza campus)

Smint Piacenza is a student association, comprised of both Italian and international students. The association helps students from all faculties get together, assists new students become familiar with Piacenza and its surrounding area, as well as the campus, and in particular to make the most of the university experience through different activities.

### LIBRARY

A unique underground and prestigious library containing over 2 million volumes in Milan.

### SPORT FACILITIES

#### Milan campus

Centro Universitario Sportivo (CUS) is an association that promotes sport and physical education for university students in Milan. The CUS information point is located at the Milan campus, Largo A. Gemelli, 1.

GetFIT is a trendy gymnasium located just 5 minutes walking distance from Cattolica Milan campus, boasting added value with a sauna, swimming pool and squash courts.

**Feature:** Special gym subscriptions are available to Cattolica international students thanks to the collaboration between Cattolica International and GetFIT gym.

#### Piacenza campus

Università Cattolica's Piacenza campus collaborates with various sports centers, sports societies/clubs, and gyms, located both in Piacenza and in Cremona. Students are recommended to bring their Student Card.

#### Rome campus

Information will soon be available online.

### THE MUSICAL COMMUNITY "STUDIUM D'ATENEO - NOTE D'INCHIOSTRO"

Do you want to sing in a choir? Can you play any musical instrument and would you like to be part of an ensemble? Help us promote and organize musical and cultural events at our University. "Studium - Note d'inChiostro" organizes concerts, courses, seminars, academic laboratories and summer schools. [milano.unicatt.it/opportunita-attivita-musicali](https://milano.unicatt.it/opportunita-attivita-musicali)



### HEALTH CENTER

#### Milan campus

The Cattolica Health Center provides students with medical care, nursing care and psychological counseling. General, specialist (gynecology, ophthalmology, diet) and preventative medical examinations are available to students. **Feature:** Visits are free, no appointment needed.

#### Piacenza campus

There is on-campus Medical Assistance which provides all registered students with medical care, nursing care and psychological counseling. **Feature:** Visits are free but you are advised to book an appointment

#### Rome campus

Information will soon be available online.

### STUDY & WORK ABROAD

Students can enrich their CV by studying and working abroad through one of Cattolica's outbound programs:

- Semester abroad: specific destinations for each Faculty and Program
- Double degrees: activated on specific degrees
- Language programs (English, Spanish, German, French, Russian, Arabic, Chinese)
- Summer courses (destinations include: Boston University, Stanford University, Fudan University, UC Berkeley, Korea University, UCLA Los Angeles, King's College, LSE)
- International internships and experiential learning
- International volunteering

# What's next

## CAREER ADVISING

### Internship opportunities

Internships are not mandatory in all of our graduate programs, though highly recommended in order to boost your University experience and gain new practical skills. Our career service (Servizio Stage & Placement) is at your disposal for finding internship opportunities in your preferred field. Through the online platform you will be able to access thousands of internship offers and contact the company/firm directly.

There are no remuneration standards. Some internships may include a reimbursement (lunch and transportation), others may offer a monthly stipend, whereas some internships may not be paid. You will be able to view this information when browsing the different offers.

### Career service

Your experience in Cattolica is the first step towards a fulfilling education, which will allow you to excel in the work field. Cattolica's Career Service will accompany you through this journey: the dedicated staff will help orientate you along the paths of research, internships and employment, providing highly valued information and support. We can safely say that numbers speak for themselves: over 8,000 internships are undertaken annually, and the Career Service boasts contacts with over 2,900 companies.

### Comitato Università Mondo del Lavoro/University - Job market special committee Cattolica's partner companies

|  |                              |   |  |
|--|------------------------------|---|--|
| ABC - PRODUCTION AGENCY                          | EIB                          | HENKEL                                      | PRIVATE SECTOR FEDERATION                    |
| ALLIANZ SPA                                      | ENEL SPA                     | HUAWEI                                      | PROMOEST SRL                                 |
| ALTROMERCATO                                     | ENI                          | IBM   | PROMOS, MILAN                                |
| ANHEUSER-BUSCH INBEV                             | ERG SPA                      | INDESIT COMPANY SPA                         | RADIO ACTIVITY SRL                           |
| ANTINCENDI UNIDET SRL                            | EUROFLY SPA                  | INDIAN CHAMBER OF COMMERCE                  | REGIONE LOMBARDIA                            |
| APS ITALIA SRL                                   | EURONICS ITALIA SPA          | INDUSTREE GROUP                             | RENDER IMAGE SRL                             |
| ARTSANA GROUP                                    | EUROP ASSISTANCE ITALIA SPA  | INDUSTRIE DE NORA SPA                       | RGA SRL                                      |
| ASSOCHANGE                                       | EUROPEA SOC. COOP.           | INSTITUT CATHOLIQUE DE PARIS                | RISKART SPA                                  |
| AUCHAN   | EUROPEAN PARLIAMENT          | INTER-AMERICAN DEVELOPMENT BANK             | RISTOCHEF SPA                                |
| AUTOGRILL GROUP                                  | EUROPEAN TRAINING FOUNDATION | INTERNATIONAL ADVERTISING ASS               | ROCHE SPA                                    |
| AUTOSTRAD PER L'ITALIA SPA                       | FALCK GROUP                  | INTESA SANPAOLO                             | SACE, ROME                                   |
| AVSI, NGO  | FAO, ROME                    | ISAGRO SPA                                  | SAIPEM SPA                                   |
| AZIENDE RIUNITE CAFFÈ SPA                        | FEDERAL EXPRESS EUROPE       | ISCOS - ROME                                | SAN PELLEGRINO SPA                           |
| BANCA POPOLARE DI MILANO                         | FEM ITALIA ONLUS             | ITALCEMENTI GROUP                           | SCS AZIONINNOVA SPA                          |
| BCC BANCO AGROBRESCIANO                          | FIAT I&CS SCPA               | ITALIAN-RUSSIAN CHAMBER OF COMMERCE         | SDI GROUP                                    |
| BEST ADVANCE SRL                                 | FIERA MILANO                 | ITALTEL SPA                                 | SEC SOCIETAS EUROPAEA AD COMMUNICATIONES SRL |
| BEST NEST SRL                                    | FOCSIV - ROME                | KPMG  | SGS ITALIA SPA                               |
| BETA 80 SPA                                      | FONDAZIONE CARIPLO           | LAVAZZA                                     | SINSYS, INTER-BANK COMPANY                   |
| BIALETTI INDUSTRIE SPA                           | FONDAZIONE CESAR, NGO        | LORIE CONSULTING                            | SMA SPA                                      |
| BLEI WORLDWIDE ADVERTISING                       | FONDAZIONE COMETA            | MAUCA FILM                                  | SNAIDERO SPA                                 |
| BMW GROUP  | FONDAZIONE ITALIA CINA       | MEDIA SALLES                                | SOLUTIONS SRL                                |
| BSI BANK   | FONDAZIONE JOHNSON & JOHNSON | MEDIACOM ITALY                              | SORGENTE GROUP                               |
| BUREAU VERITAS ITALIA SPA                        | FONDAZIONE MONSERRATE        | METHODOS SPA                                | SOTRAL SPA                                   |
| CANDY HOOVER GROUP SRL                           | FONDAZIONE SODALITAS         | MICROFINANZA RATING LLC                     | TECHNIP ITALY                                |
| CBM ONLUS  | FONDAZIONE SPE SALVI         | NESTLÉ PURINA PETCARE                       | TELECOM ITALIA GROUP                         |
| CEBI ELECTROMECHANICAL CHAMBER OF COMMERCE       | FRATELLI DE CECCO SPA        | NEW TECNO SRL                               | TELECOM ITALIA SPARKLE SPA                   |
| COCA-COLA HBC                                    | GENERALI GROUP               | NOVAMONT SPA                                | THE ECO ARCHITECTURAL STUDIO SRL             |
| COLDIRETTI                                       | GI GROUP                     | NURUN - GLOBAL INTERACTIVE MARKETING AGENCY | THE UNITED NATIONS WORLD FOOD PROGRAM        |
| COMITATO TELETHON                                | GLOBAL STRATEGY GROUP        | OBSERVATOIRE DE LA FINANCE PANASONIC        | THE WALT DISNEY COMPANY                      |
| CONFINDUSTRIA, BRUSSELS                          | GRANAROLO SPA                | PERFETTI VAN MELLE GROUP                    | THE WORLD BANK                               |
| COOPI - MILAN                                    | GRUPPO BANCARIO CREDITO      | PIRELLI & C. SPA                            | UBI BANCA                                    |
| COOPSETTE SCRL                                   | GRUPPO BNL PARIBAS           | PLASTIPAK SRL                               | UNCTAD                                       |
| COPAT SOC. COOP                                  | GRUPPO CAMPARI               | PONTIFICAL COUNCIL FOR JUSTICE AND PEACE    | UNDP   |
| CSI PIEMONTE, CONSORTIUM FOR INFORMATION SYSTEMS | GRUPPO FEG                   | POSTE ITALIANE SPA                          | UNICEF                                       |
| DAL MOTORS COMPANY                               | GRUPPO HERA                  | PRICEWATERHOUSECOOPERS                      | UNICREDIT                                    |
| DANONE SPA                                       | GRUPPO INDUSTRIALE TOSONI    |   | UNRIC, VODAFONE GROUP                        |
| DELOITTE   | GRUPPO OBIETTIVO LAVORO      |   | WHIRLPOOL EUROPE SRL                         |
| DHL GLOBAL                                       | GRUPPO SCARPA & COLOMBO      |   |  |
| DIESEL SPA                                       | GRUPPO SOFIDEL               |   |  |
| EDISON SPA                                       | GUCCI                        |   |  |
| EFREM, NGO                                       | HABASIT ITALIANA SPA         |   |  |

# Admission requirements & deadlines

## 2-YEAR MASTER OF SCIENCE

### Entry requirements\*

#### Graduate requirements

- Students need to hold an undergraduate degree, obtained after a minimum of 3 years of study (180 ECTS) and in a subject which is relevant to the chosen degree course. Students with less than 15 years of total schooling, may not be eligible for admission to a graduate program
- The degree has to be issued by a higher education institution which is accredited or recognized in the awarding country. Cattolica will evaluate the academic and personal background and decide if candidates meet the specific conditions for admission to the chosen program
- Students must obtain the undergraduate degree by the end of July 2020 (September for EU students)

### Language requirements\*

#### English language proficiency

(Only applicable to degree courses taught in English). For applicants whose first language is not English, they will need to either:

- Have successfully completed a degree program taught in the English language or
- Have a TOEFL iBT overall score of at least 83 to 85 or an Academic IELTS overall score of at least 6.0 to 6.5 (Other language certificates may be accepted; full list and program-specific minimum scores are available online at [international.unicatt.it](http://international.unicatt.it))

Cattolica's TOEFL institution code is 2605.

### Italian language proficiency

(Only applicable to degree courses taught in Italian). Non-native Italian speakers, or candidates that have not carried out their previous schooling in Italian, should have a minimum knowledge of Italian, which is a B2 in the European framework of measurement of language proficiency, corresponding to about 120 hours of language instruction.

Submitting proof of Italian proficiency together with the application is encouraged. However, if no evidence is submitted, an Italian Language Test will be administered before the beginning of the Academic Year. Candidates who do not meet the minimum proficiency level will be required to take an Italian language course before the beginning of the first semester.

### Deadlines

Applications open in December 2019

- Priority consideration deadline 1: February 1, 2020
- Deadline 2: March 15, 2020
- Deadline 3: April 15, 2020
- Deadline 4: May 15, 2020 (Final deadline for non-EU students who must apply for a study visa)
- Deadline 5: June 11, 2020 (This round will open based on places availability. Visit [international.unicatt.it](http://international.unicatt.it) for updates)

All programs have only one intake per year: Fall 2020. Due to the restrictive and lengthy nature of the student pre-registration process required by the Italian diplomatic representations, we strongly advise non-EU students to apply by the priority deadline 2 (March 15, 2020).

### Tuition fees & scholarships\*\*

Tuition fee does not depend on students' citizenships but on where they pay taxes. The yearly tuition fee is divided in three different installments: the first installment of €1,470 will be considered as a deposit to confirm the spot in the program.

| Residency  | Tuition fees   | Scholarship opportunities  |
|--|--|--|
| EU residents (or non-EU residents with an EU generated income) | Tuition ranges from €3,600 to €8,900 per annum (varies according to the degree program and financial background of the student or student's family if dependent)*. | Financial aid and further scholarship opportunities are provided by EDUcatt. For details please refer to <a href="http://educatt.unicatt.it">educatt.unicatt.it</a>  |
| Non-EU residents   | Tuition is €8,540 per annum  | The partial merit based scholarship awarded by Cattolica reduces the yearly tuition fee to €5,750. To apply, simply click 'yes' in the relevant section of the online application form.<br><br>Financial aid and further scholarship opportunities are provided by EDUcatt. For details please refer to <a href="http://educatt.unicatt.it">educatt.unicatt.it</a> |

\* There may be some variations based on specific programs and/or students' academic system of origin. Check the program specific webpage or contact us for updates.

\*\* Fees are based on the 2019/2020 academic year and may be subject to slight variations.

# Admission requirements & deadlines

## 1-YEAR SPECIALIZING MASTERS

### Save the Date\*

- Deadline 1/2/3: priority deadlines for students wishing to be considered for a scholarship
- Deadline 4: some scholarships may still be available but very limited. For a greater chance to receive a scholarship, it is advised to apply by the priority consideration deadline
- Deadline 5: competition is high and places on the courses might run out before the final deadline

| Master program                             | Start date | Deadline 1   | Deadline 2   | Deadline 3   | Deadline 4   | Deadline 5   | Tuition |
|--|------------|--------------|--------------|--------------|--------------|--------------|---------|
| Arts Management                            | Jan. '21   | Apr. 15, '20 | May 15, '20  | June 30, '20 | Sept 15, '20 | Oct 29, '20  | €10,000 |
| Corporate Communication                    | Sept. '20  | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €10,000 |
| Cultural Diplomacy                         | Nov. '20   | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €10,000 |
| Data Science for Management                | Jan. '21   | Apr. 15, '20 | May 15, '20  | June 30, '20 | Sept 15, '20 | Oct 29, '20  | €9,000  |
| International Business - Regular           | Sept. '20  | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €12,000 |
| International Business - Executive         | Sept. '20  | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €14,000 |
| International Cooperation and Development  | Jan. '21   | Apr. 15, '20 | May 15, '20  | June 30, '20 | Sept 15, '20 | Oct 29, '20  | €9,000  |
| International Marketing Management         | Sept. '20  | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €12,000 |
| International Relations                    | Jan. '21   | Apr. 15, '20 | May 15, '20  | June 30, '20 | Sept 15, '20 | Oct 29, '20  | €10,000 |
| International Screenwriting and Production | Sept. '20  | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €9,600  |
| Luxury Goods Management                    | Sept. '20  | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €12,000 |
| Middle Eastern Studies                     | Jan. '21   | Apr. 15, '20 | May 15, '20  | June 30, '20 | Sept 15, '20 | Oct 29, '20  | €7,500  |
| Strategic Management for Global Business   | Sept. '20  | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €11,000 |
| Viticulture and Enology                    | Sept. '20  | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €7,000  |
| Credit Risk Management                     | Nov. '20   | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €7,500  |
| Economics and Finance                      | Nov. '20   | Feb. 1, '20  | Mar. 15, '20 | Apr. 15, '20 | May 15, '20  | June 30, '20 | €10,000 |

Please check [international.unicatt.it](http://international.unicatt.it) for updates or contact [international.inquiry@unicatt.it](mailto:international.inquiry@unicatt.it)

Scholarships details available at [international.unicatt.it](http://international.unicatt.it)

### Entry requirements\*

- Completion of at least an undergraduate degree, obtained after a minimum of 3 years of study (180 ECTS), with the exception of the Masters in Economics and Finance and in Credit Risk Management (see program-specific entry requirements)
- The degree must be obtained before the start of the program
- Università Cattolica will evaluate candidates' academic and personal background and decide if they meet the specific conditions for admission to the chosen graduate program
- Priority consideration will be given to applicants who recently graduated and have limited work experience, with the exception of the Masters in International Business - Executive (see program-specific entry requirements)

### Language requirements\*

#### English language proficiency

Applicants whose first language is not English or who have not completed a program taught entirely in English, are required to provide evidence of a B2 level of English proficiency; either via a certificate (TOEFL/IBT, Academic IELTS) or via a Skype interview with the relevant Master committee.

\*There may be some variations based on specific programs and/or students' academic system of origin. Check the program specific webpage or contact us for updates.

# APPLICATION PROCEDURES

APPLICATIONS FOR ALL GRADUATE PROGRAMS ARE AVAILABLE ONLINE AT [INTERNATIONAL.unicatt.it](http://INTERNATIONAL.unicatt.it)

For a complete guide on application procedures, please visit the dedicated program webpage [Applications & Tuitions](#) [Application procedures](#).



### HOW TO APPLY?

1. Choose the program
2. Create an account
3. Fill out the online application form and make sure you indicate a second choice program
4. Upload the following documents:
  - Copy of your passport
  - Only for 2-year M.Sc. degrees: copy of the High School Diploma
  - Official bachelor transcripts (accepted in English/Italian/Spanish/French). Please scan these as one file document
  - If you have already graduated, your Bachelor degree certificate
  - Evidence of language proficiency, where needed
  - A motivation letter
  - A reference letter
  - Updated CV

Click on submit and pay the 75€ application fee to start the evaluation procedure.

Italian-taught Specializing Masters please visit [master.unicatt.it](http://master.unicatt.it)

### ADMISSION FEEDBACK

You will receive an email regarding the feedback on your application in 4 to 6 weeks. If admitted, the feedback will outline:

- The course you have been accepted to
- The tuition fee you will have to pay
- The admission conditions, if any



### ACCEPT OUR OFFER

To reserve your place at Università Cattolica, please access your online application, accept the offer and pay the first installment by the indicated deadline.

- For 2-year M.Sc. degrees: €1,470
- For 1-year Specializing Master diplomas: €3,000 with the exception of the Master in Viticulture and Enology (€1,500)



### OBTAIN A STUDENT VISA

Non-EU citizens need to apply for a study visa. Upon receipt of the first installment, Università Cattolica will send you an Admission Letter needed to apply for the visa at the Italian Embassy or Consulate of your jurisdiction. Find the closest Embassy or Consulate [www.esteri.it/visti/rilascio.asp](http://www.esteri.it/visti/rilascio.asp)



# CONTACTS

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