

Laurea Magistrale in *International Economics and Commerce*
Classe LM-56 – Scienze dell'Economia

Curriculum: *Business Organization and Strategy*

Disciplina	Attività Formativa	Settore	ECTS
I YEAR PART-TIME – A.A. 2017-2018			
English Language (advanced) (*) or English Language (advanced C1) or Lab of International Markets Analysis	F		6
International Sales Management	B	SECS-P/08	6
Industrial Organization and Business Strategy (1 st e 2 nd module)	B	SECS-P/06	12
6 credits to be chosen between:			
Teamwork, Negotiation and Conflict Management	B	SECS-P/08	6
Management Control and Cost Analysis	B	SECS-P/07	6
Total credits			30
II YEAR PART-TIME – A.A. 2018-2019			
Business Statistics	B	SECS-S/01	6
International Economics (1 st e 2 nd module)	B	SECS-P/01	9
6 credits to be chosen between:			
Organizational Behavior and Leadership	C	SECS-P/10	6
Sociology of Entrepreneurship	C	SPS/09	6
9 Free-choise Elective (**)	D		9
Total credits			30
III YEAR PART-TIME – A.A. 2019-2020			
European Agricultural Policy	B	SECS-P/02	6
Operation and Project Management (1 st e 2 nd module)	B	SECS-P/02	12
Personnel Economics	B	SECS-P/02	6
Supply Chain and Logistics	C	SECS-P/10	6
Total credits			30
IV YEAR PART-TIME – A.A. 2020-2021			
International Law	B	IUS/13	6
Laboratory (BOS)	F		3
Thesis	E		21
Total credits			30

(*) Students who have used a B2 English Certificate to obtain language credits in their undergraduate career must put in their study plan Lab of International Markets Analysis or, as an alternative, a C1 International certification. CSAL offers free preparatory courses.

Students who have B2 level of English at entry, but not an International Certificate, must get it before graduation. The English Language Advanced course has been tailored to prepare students for the certification exam. The credits are awarded upon presentation of the International Certificate.

(**) Students are encouraged to apply for one of the following special programs: Global Consulting Program (GCP), Competitividad Global para PYmes (GCPYmes), Foreign Trade MBA, Campus World or Erasmus Traineeship, provided that it does not conflict with courses attendance.

**Laurea Magistrale in *International Economics and Commerce*
Classe LM-56 – Scienze dell'Economia**

Curriculum: *International Economics and Business*

Disciplina	Attività Formativa	Settore	ECTS
I YEAR PART-TIME – A.A. 2017-2018			
International economics (advanced)	B	SECS-P/02	9
International business and communication (1 st e 2 nd module)	B	SECS-P/08	12
9 Free-choise Elective (**)	D		9
Total credits			30
II YEAR PART-TIME – A.A. 2018-2019			
Econometrics	B	SECS-P/05	6
European law	B	IUS/13	6
English Language (advanced) (*) or English Language (advanced C1) or Lab of International Markets Analysis	F		6
6 credits to be chosen between:			
Business Statistics	B	SECS-S/01	6
Dynamics of Populations	B	SECS-S/04	6
6 credits to be chosen between:			
Budgeting	B	SECS-P/07	6
International Banking	B	SECS-P/11	6
Total credits			30
III YEAR PART-TIME – A.A. 2019-2020			
International integration (1 st e 2 nd module)	B	SECS-P/01	12
6 credits to be chosen between:			
Economics of Innovation	B	SECS-P/06	6
Economics of Taxation	B	SECS-P/03	6
12 credits to be chosen between:			
Economics of Environment and Natural Resources	C	AGR/01	6
Intercultural relations	C	SPS/09	6
Supply Chain and Logistics	C	SECS-P/10	6
Total credits			30
IV YEAR PART-TIME – A.A. 2020-2021			
6 credits to be chosen between:			
Country analysis (1 st module)	B	SECS-P/02	6
Macroeconomics (Advanced)	B	SECS-P/01	6
Laboratory (IEB)	F		3
Thesis	E		21
Total credits			30

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