



A.A. 2026-2027

## Study Plan and Educational Organization

EM27

|        |                                      |
|--------|--------------------------------------|
| CdS    | International Economics and Commerce |
| Classe | LM-56 R – Scienze dell'Economia      |
| Sede   | Ancona                               |

IEC

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Syllabi of the courses [Syllabus del corso di studio](#)

Curriculum: Business Organization and Strategy

Bos

YEAR: 1 - A.Y. 2026-2027

| New SSD                                        | SSD       | Course                                                                            | TAF | CFU       | HOURS   | SEM<br>(ciclo) |
|------------------------------------------------|-----------|-----------------------------------------------------------------------------------|-----|-----------|---------|----------------|
| ECON-02/A                                      | SECS-P/02 | Primer on quantitative methods                                                    | F   | 3         | 22      | I              |
| ECON-07/A                                      | SECS-P/08 | International Sales Management                                                    | B   | 6         | 44      | I              |
| ECON-04/A                                      | SECS-P/06 | Industrial Organization and Business Strategy (1st and 2nd module) <sup>(a)</sup> | C   | 12        | 88      | I              |
| STAT-01/A                                      | SECS-S/01 | Business Statistics                                                               | B   | 6         | 44      | II             |
| ECON-07/A                                      | SECS-P/08 | Operation and Project Management (1st and 2nd module)                             | B   | 12        | 88      | I              |
| <b>6 credits to be chosen between:</b>         |           |                                                                                   |     |           |         |                |
| STAT-03/A                                      | SECS-S/04 | International Dynamics of Populations                                             | C   | 6         | 44      | I              |
| ECON-08/A                                      | SECS-P/10 | Teamwork, Negotiation and Conflict Management                                     | C   | 6         | 44      | II             |
| GSPS-08/A                                      | SPS/09    | Intercultural Relations                                                           | C   | 6         | 44      | I              |
| GSPS-08/A                                      | SPS/09    | Sociology of Entrepreneurship                                                     | C   | 6         | 44      | II             |
| <b>6 credits to be chosen between:</b>         |           |                                                                                   |     |           |         |                |
| ECON-06/A                                      | SECS-P/07 | Management Accounting for Decision Making                                         | B   | 6         | 44      | I              |
| ECON-07/A                                      | SECS-P/08 | Organizational Behavior and Leadership                                            | B   | 6         | 44      | II             |
| <b>9 free-choice credits (electives) (**):</b> |           |                                                                                   |     |           |         |                |
|                                                |           | Laboratory IEC <sup>(d)</sup>                                                     | D   | 3         | 22      | II             |
| ECON-02/A                                      | SECS-P/02 | Business Startup                                                                  | D   | 9         | 66      | I              |
|                                                |           | Internship                                                                        | D   | 6-9       | 150-225 | II             |
| ECON-01/A                                      | SECS-P/01 | Financial Economics and Risk Management <sup>(b)</sup>                            | D   | 6         | 44      | II             |
| ECON-04/A                                      | SECS-P/06 | Economics of Innovation                                                           | D   | 6         | 44      | I              |
| ECON-04/A                                      | SECS-P/06 | Economics of Environment and Natural Resources                                    | D   | 6         | 44      | I              |
| ECON-09/B                                      | SECS-P/11 | International Banking and Financial Institutions                                  | D   | 6         | 44      | II             |
| <b>Year: 1 - Total Credits</b>                 |           |                                                                                   |     | <b>60</b> |         |                |

YEAR: 2 - A.Y. 2027-2028

| New SSD                                | SSD       | Course                                                | TAF | CFU | HOURS |
|----------------------------------------|-----------|-------------------------------------------------------|-----|-----|-------|
| ECON-01/A                              | SECS-P/01 | Global Trade and Finance (1st and 2nd module)         | B   | 9   | 66    |
| ECON-08/A                              | SECS-P/10 | Supply Chain and Logistics                            | C   | 6   | 44    |
| ECON-02/A                              | SECS-P/02 | Lab of Applied Industry Dynamics (1st and 2nd module) | B   | 9   | 66    |
| <b>6 credits to be chosen between:</b> |           |                                                       |     |     |       |
| ECON-02/A                              | SECS-P/02 | Personnel Economics <sup>(c)</sup>                    | B   | 6   | 44    |
| ECON-05/A                              | SECS-P/05 | Big Data Analytics for Business                       | B   | 6   | 44    |
| ECON-02/A                              | SECS-P/02 | Causal Analysis                                       | B   | 6   | 44    |
| <b>3 credits to be chosen between:</b> |           |                                                       |     |     |       |
|                                        |           | Advanced English (C1) (*) or                          | F   | 3   | 22    |
|                                        |           | Laboratory IEC                                        | F   | 3   | 22    |

| 6 credits to be chosen between: |        |                                       |   |     |    |
|---------------------------------|--------|---------------------------------------|---|-----|----|
| GIUR-06/A                       | IUS/10 | International Financial Law           | B | 6   | 44 |
| GIUR-09/A                       | IUS/13 | International Contract Law            | B | 6   | 44 |
| GIUR-02/B                       | IUS/06 | International Transport and Trade Law | B | 6   | 44 |
| Thesis                          |        |                                       | E | 21  |    |
| Year: 2 - Total Credits         |        |                                       |   | 60  |    |
| TOTAL CREDITS 2 YEARS           |        |                                       |   | 120 |    |

(\*)

Students who enroll with a B2 English level must include "Advanced English" in their study plan, and either must pass the C1 Test administered by CSAL or earn a C1 International Certification. Students who enroll with a C1 English level, achieved during their bachelor's degree (e.g., DEB students), must include either a C1 International Certification or the "Laboratory IEC" in their study plan. Students who hold a C1 International Certification and have not used it to earn English credits in their bachelor's degree may use the certification for these credits or include the "Laboratory IEC" in their study plan. Students who have already used the C1 International Certification to obtain English credits must include the "Laboratory IEC" in their study plan. CSAL offers the free preparatory course for both the C1 Test and the C1 International Certification.

(\*\*) Students are also 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.

(a) Students cannot include Managerial Economics or Applied Micro Lab (1st and 2nd module) as elective in their study plan.

(b) Students cannot include Financial Economics as elective in their study plan.

(c) Students cannot include Economics of Industrial Relations as elective in their study plan.

(d) Only if not already chosen.



A.A. 2026-2027

## Study Plan and Educational Organization

EM27

|        |                                      |     |
|--------|--------------------------------------|-----|
| CdS    | International Economics and Commerce | IEC |
| Classe | LM-56 R – Scienze dell'Economia      |     |
| Sede   | Ancona                               |     |

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|                                      |     |
|--------------------------------------|-----|
| Curriculum: Global Economic Analysis | Gea |
|--------------------------------------|-----|

### YEAR: 1 - A.Y. 2026-2027

| New SSD                                   | SSD       | Course                                                | TAF | CFU       | HOURS   | SEM (ciclo) |
|-------------------------------------------|-----------|-------------------------------------------------------|-----|-----------|---------|-------------|
| STAT-01/A                                 | SECS-S/01 | Quantitative Methods for Economics <sup>(a)</sup>     | B   | 9         | 66      | I           |
| ECON-01/A                                 | SECS-P/01 | Applied Micro Lab (1st and 2nd module) <sup>(b)</sup> | B   | 9         | 66      | I           |
| ECON-07/A                                 | SECS-P/08 | Operation and Project Management (1st and 2nd module) | B   | 12        | 88      | I           |
| ECON-01/A                                 | SECS-P/01 | Applied Macro Lab (1st and 2nd module) <sup>(c)</sup> | B   | 9         | 66      | II          |
| ECON-05/A                                 | SECS-P/05 | Econometrics                                          | B   | 6         | 44      | II          |
| <b>6 credits to be chosen between:</b>    |           |                                                       |     |           |         |             |
| STAT-03/A                                 | SECS-S/04 | International Dynamics of Populations                 | C   | 6         | 44      | I           |
| ECON-04/A                                 | SECS-P/06 | Economics of Environment and Natural Resources        | C   | 6         | 44      | I           |
| ECON-03/A                                 | SECS-P/03 | Analysis and Evaluation of Public Policy              | C   | 6         | 44      | II          |
| <b>9 free-choice credits (electives):</b> |           |                                                       |     |           |         |             |
|                                           |           | Laboratory IEC <sup>(g)</sup>                         | D   | 3         | 22      | II          |
| ECON-02/A                                 | SECS-P/02 | Business Startup                                      | D   | 9         | 66      | I           |
| ECON-02/A                                 | SECS-P/02 | Lab of Applied Industry Dynamics (1st and 2nd module) | D   | 9         | 66      | II          |
| ECON-01/A                                 | SECS-P/01 | Development Finance                                   | D   | 9         | 66      | I           |
| ECON-09/B                                 | SECS-P/11 | International Banking and Financial Institutions      | D   | 6         | 44      | II          |
|                                           |           | Country Analysis                                      | D   | 6         | 44      | II          |
|                                           |           | Internship                                            | D   | 6-9       | 150-225 | II          |
| <b>Year: 1 - Total Credits</b>            |           |                                                       |     | <b>60</b> |         |             |

### Anno di corso: 2 - attivato dall'A.A. 2027-2028

| New SSD                                | SSD       | Course                                                                  | TAF | CFU | HOURS |
|----------------------------------------|-----------|-------------------------------------------------------------------------|-----|-----|-------|
| ECON-01/A                              | SECS-P/01 | International Economics and Finance (1st and 2nd module) <sup>(d)</sup> | B   | 12  | 88    |
| ECON-02/A                              | SECS-P/02 | Causal Analysis                                                         | B   | 6   | 44    |
| ECON-02/A                              | SECS-P/02 | Computational Economics                                                 | B   | 6   | 44    |
| <b>6 credits to be chosen between:</b> |           |                                                                         |     |     |       |
| ECON-04/A                              | SECS-P/06 | Financial Economics <sup>(e)</sup>                                      | C   | 6   | 44    |
| ECON-04/A                              | SECS-P/06 | Economics of Innovation                                                 | C   | 6   | 44    |
| ECON-04/A                              | SECS-P/06 | Economics of Industrial Relations <sup>(f)</sup>                        | C   | 6   | 44    |
| <b>3 credits to be chosen between:</b> |           |                                                                         |     |     |       |
|                                        |           | Advanced English (C1) (*) or                                            | F   | 3   | 22    |
|                                        |           | Laboratory IEC                                                          | F   | 3   | 22    |
| <b>6 credits to be chosen between:</b> |           |                                                                         |     |     |       |
| GIUR-06/A                              | IUS/10    | International Financial Law                                             | B   | 6   | 44    |
| GIUR-06/A                              | IUS/10    | European Administrative Regulation                                      | B   | 6   | 44    |
| GIUR-09/A                              | IUS/13    | International Contract Law                                              | B   | 6   | 44    |
|                                        |           | Thesis                                                                  | E   | 21  |       |

|  |                                |            |
|--|--------------------------------|------------|
|  | <b>Year: 2 - Total Credits</b> | <b>60</b>  |
|  | <b>TOTAL CREDITS 2 YEARS</b>   | <b>120</b> |

(\*)

Students who enroll with a B2 English level must include "Advanced English" in their study plan, and either must pass the C1 Test administered by CSAL or earn a C1 International Certification. Students who enroll with a C1 English level, achieved during their bachelor's degree (e.g., DEB students), must include either a C1 International Certification or the "Laboratory IEC" in their study plan. Students who hold a C1 International Certification and have not used it to earn English credits in their bachelor's degree may use the certification for these credits or include the "Laboratory IEC" in their study plan. Students who have already used the C1 International Certification to obtain English credits must include the "Laboratory IEC" in their study plan. CSAL offers the free preparatory course for both the C1 Test and the C1 International Certification.

- (a) Students cannot include Computational statistics and quantitative methods (1st and 2nd module) as elective in their study plan.
- (b) Students cannot include Managerial Economics or Industrial Organization and Business Strategy (1st and 2nd module) as elective in their study plan.
- (c) Students cannot include Macroeconomics for Professionals as elective in their study plan.
- (d) Students cannot include Global Trade and Finance as an elective in their study plan.
- (e) Students cannot include Financial Economics as an elective in their study plan.
- (f) Students cannot include Personnel Economics as an elective in their study plan.
- (g) Only if not already chosen for the second year.



A.A. 2026-2027

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CdS International Economics and Commerce

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Sede Ancona

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Curriculum: International Business

Ib

YEAR: 1 - A.Y. 2026-2027

| New SSD                                | SSD       | Course                                           | TAF | CFU       | HOURS | SEM<br>(ciclo) |
|----------------------------------------|-----------|--------------------------------------------------|-----|-----------|-------|----------------|
| ECON-02/A                              | SECS-P/02 | Primer on quantitative methods                   | F   | 3         | 22    | I              |
| ECON-01/A                              | SECS-P/01 | Managerial Economics <sup>(a)</sup>              | B   | 6         | 44    | I              |
| ECON-02/A                              | SECS-P/02 | Macroeconomics for professionals                 | B   | 6         | 44    | II             |
| STAT-01/A                              | SECS-S/01 | Business Statistics                              | B   | 6         | 44    | II             |
|                                        |           | Country Analysis                                 | F   | 6         | 44    | II             |
| <b>3 credits to be chosen between:</b> |           |                                                  |     |           |       |                |
|                                        |           | Advanced English (C1) (*)                        | F   | 3         | 22    | I              |
|                                        |           | or                                               |     |           |       |                |
|                                        |           | Laboratory IEC                                   | F   | 3         | 22    | II             |
| <b>6 credits to be chosen between:</b> |           |                                                  |     |           |       |                |
| ECON-07/A                              | SECS-P/08 | International Sales Management                   | B   | 6         | 44    | I              |
| ECON-06/A                              | SECS-P/07 | Management Accounting for Decision Making        | B   | 6         | 44    | I              |
| <b>6 credits to be chosen between:</b> |           |                                                  |     |           |       |                |
| ECON-08/A                              | SECS-P/10 | Teamwork, Negotiation and Conflict Management    | C   | 6         | 44    | II             |
| GSPS-08/A                              | SPS/09    | Sociology of Entrepreneurship                    | C   | 6         | 44    | II             |
| <b>6 credits to be chosen between:</b> |           |                                                  |     |           |       |                |
| ECON-06/A                              | SECS-P/07 | Budgeting                                        | B   | 6         | 44    | I              |
| ECON-09/B                              | SECS-P/11 | International Banking and Financial Institutions | B   | 6         | 44    | II             |
| <b>6 credits to be chosen between:</b> |           |                                                  |     |           |       |                |
| GIUR-06/A                              | IUS/10    | International Financial Law                      | B   | 6         | 44    | I              |
| GIUR-06/A                              | IUS/10    | European Administrative Regulation               | B   | 6         | 44    | I              |
| GIUR-09/A                              | IUS/13    | International Contract Law                       | B   | 6         | 44    | II             |
| GIUR-02/B                              | IUS/06    | International Transport and Trade Law            | B   | 6         | 44    | I              |
| <b>6 credits to be chosen between:</b> |           |                                                  |     |           |       |                |
| ECON-03/A                              | SECS-P/03 | Analysis and Evaluation of Public Policy         | C   | 6         | 44    | II             |
| ECON-04/A                              | SECS-P/06 | Economics of Environment and Natural Resources   | C   | 6         | 44    | I              |
| STAT-03/A                              | SECS-S/04 | International Dynamics of Populations            | C   | 6         | 44    | I              |
| ECON-04/A                              | SECS-P/06 | Economics of Innovation                          | C   | 6         | 44    | I              |
| <b>Year: 1 - Total Credits</b>         |           |                                                  |     | <b>60</b> |       |                |

YEAR: 2 - A.Y. 2027-2028

| New SSD                                                                                                                       | SSD       | Course                                                          | TAF | CFU | HOURS |
|-------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------------------------------------------------|-----|-----|-------|
| ECON-01/A                                                                                                                     | SECS-P/01 | International Economics and Finance (1st and 2nd module)        | B   | 12  | 88    |
| ECON-01/A                                                                                                                     | SECS-P/01 | Financial Economics and Risk Management <sup>(b)</sup>          | B   | 6   | 44    |
| ECON-07/A                                                                                                                     | SECS-P/08 | Multicultural Management and Communication (1st and 2nd module) | B   | 12  | 88    |
| <b>9 free-choice credits (electives) to be added by to the study plan in the academic year they are actually offered (**)</b> |           |                                                                 | D   | 9   |       |
|                                                                                                                               |           | Thesis                                                          | E   | 21  |       |

|                         |  |     |
|-------------------------|--|-----|
| Year: 2 - Total Credits |  | 60  |
| TOTAL CREDITS 2 YEARS   |  | 120 |

Elective courses must be chosen in the year they are offered (2nd year - A.Y. 2027-2028). For reference, the following electives are available for the 2026-2027 academic year:

| New SSD   | SSD       | Course                                                | TAF | CFU | HOURS   |
|-----------|-----------|-------------------------------------------------------|-----|-----|---------|
| =         |           | AI applications Lab                                   | D   | 3   | 22      |
| ECON-02/A | SECS-P/02 | Lab of Applied Industry Dynamics (1st and 2nd module) | D   | 9   | 66      |
| ECON-02/A | SECS-P/02 | Business Startup                                      | D   | 9   | 66      |
| ECON-08/A | SECS-P/10 | Supply Chain and Logistics                            | D   | 6   | 44      |
| GSPS-08/A | SPS/09    | Intercultural Relations                               | D   | 6   | 44      |
| =         |           | Internship                                            | D   | 6-9 | 150-225 |
| ECON-07/A | SECS-P/08 | Organizational Behavior and Leadership                | D   | 6   | 44      |
| ECON-02/A | SECS-P/02 | Personnel Economics <sup>(c)</sup>                    | D   | 6   | 44      |
| ECON-05/A | SECS-P/05 | Big Data Analytics for Business                       | D   | 6   | 44      |
| ECON-02/A | SECS-P/02 | Causal Analysis                                       | D   | 6   | 44      |

(\*) Students who enroll with a B2 English level must include "Advanced English" in their study plan, and either must pass the C1 Test administered by CSAL or earn a C1 International Certification. Students who enroll with a C1 English level, achieved during their bachelor's degree (e.g., DEB students), must include either a C1 International Certification or the "Laboratory IEC" in their study plan. Students who hold a C1 International Certification and have not used it to earn English credits in their bachelor's degree may use the certification for these credits or include the "Laboratory IEC" in their study plan. Students who have already used the C1 International Certification to obtain English credits must include the "Laboratory IEC" in their study plan. CSAL offers the free preparatory course for both the C1 Test and the C1 International Certification.

(\*\*) Students are also 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.

Students cannot include Industrial Organization and Business Strategy (1st and 2nd module) or Applied Micro Lab (1st and 2nd module) as elective in their study plan.

<sup>(b)</sup> Students cannot include Financial Economics as elective in their study plan.

<sup>(c)</sup> Students cannot include Economics of Industrial Relations as elective in their study plan.