

**Laurea Magistrale in *International economics and commerce***  
**Classe LM-56 – Scienze dell'Economia**

**Curriculum: Business Organization and Strategy**

Disciplina	Attività Formativa	Settore	CFU
<b>I YEAR – PART-TIME - A.A. 2014-2015</b>			
English Language (advanced) (*) or Lab of International Markets Analysis	F		6
International Sales Management	B	SECS-P/08	6
Industrial Organization and Business Strategy (1 <sup>st</sup> and 2 <sup>nd</sup> module)	B	SECS-P/06	12
<b>6 cfu to be chosen between:</b>			
Teamwork, Negotiation and Conflict Management	B	SECS-P/08	6
Management Control and Cost Analysis	B	SECS-P/07	6
<b>Total cfu</b>			<b>30</b>
<b>II YEAR – PART-TIME - A.A. 2015-2016</b>			
Business Statistics	B	SECS-S/01	6
International Economics (1 <sup>st</sup> and 2 <sup>nd</sup> module)	B	SECS-P/01	9
<b>6 cfu to be chosen between:</b>			
Organizational Behavior and Leadership	C	SECS-P/10	6
Sociology of Entrepreneurship	C	SPS/09	6
<b>Free-choice Elective (**)</b>	D		9
<b>Total cfu</b>			<b>30</b>
<b>III YEAR – PART-TIME - A.A. 2016-2017</b>			
European Agricultural Policy	C	AGR/01	6
Operation and Project Management (1 <sup>st</sup> e 2 <sup>nd</sup> module)	B	SECS-P/02	12
Personnel Economics	B	SECS-P/02	6
Supply Chain and Logistics	C	SECS-P/10	6
<b>Total cfu</b>			<b>30</b>
<b>IV YEAR – PART-TIME - A.A. 2017-2018</b>			
International Tax Law	B	IUS/13	6
<b>Laboratory (BOS)</b>	F		3
<b>Thesis</b>	E		21
<b>Total cfu</b>			<b>30</b>

(\*) If the student has a B2 English Certificate must take Lab of International Markets Analysis, otherwise must follow the English Language (advanced) course. Students are strongly encouraged to get the FCE (First Certificate of English).

(\*\*) Students are encouraged to apply for one of the following special Programs: GCP (Global Consulting Program), Competitividad Global Para PyMES, Campus World.

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<b>I YEAR – PART-TIME - A.A. 2014-2015</b>			
International Economics (advanced)	B	SECS-P/01	9
International Business and Communication (1 <sup>st</sup> e 2 <sup>nd</sup> module)	B	SECS-P/08	12
European law	B	IUS/13	6
<b>Total cfu</b>			<b>27</b>
<b>II YEAR – PART-TIME - A.A. 2015-2016</b>			
Econometrics	B	SECS-P/05	6
English Language (advanced B2) or (*) English Language (advanced C1) or Lab of International Markets Analysis	F		6
<b>6 cfu to be chosen between:</b>			
Business Statistics	B	SECS-S/01	6
Dynamics of Populations	B	SECS-S/04	6
<b>6 cfu to be chosen between:</b>			
Budgeting	B	SECS-P/07	6
International Banking	B	SECS-P/11	6
<b>Free-choice Elective (**)</b>	D		9
<b>Total cfu</b>			<b>33</b>
<b>III YEAR – PART-TIME - A.A. 2016-2017</b>			
International Integration (1 <sup>st</sup> e 2 <sup>nd</sup> module)	B	SECS-P/01	12
<b>6 cfu to be chosen between:</b>			
Economics of Innovation	B	SECS-P/06	6
Economics of Taxation	B	SECS-P/03	6
<b>12 cfu to be chosen between:</b>			
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
<b>Total cfu</b>			<b>30</b>
<b>IV YEAR – PART-TIME - A.A. 2017-2018</b>			
<b>6 cfu to be chosen between:</b>			
Country Analysis (1 <sup>st</sup> module)	B	SECS-P/02	6
Macroeconomics (Advanced)	B	SECS-P/01	6
<b>Laboratory (IEB)</b>	F		3
<b>Thesis</b>	E		21
<b>Total cfu</b>			<b>30</b>

(\*) For students who have the level but not the B2 English Certificate.

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