

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

**Curriculum: Business Organization and Strategy**

Disciplina	Attività Formativa	SSD	CFU	Sem.
<b>I YEAR – A.A. 2020-2021</b>				
English Language (advanced) (*) or English Language (advanced C1) or Lab of International Markets Analysis	F		6	I II
Business Statistics	B	SECS-S/01	6	II
International Sales Management	B	SECS-P/08	6	I
International Economics (1 <sup>st</sup> e 2 <sup>nd</sup> module)	B	SECS-P/01	9	I
Industrial Organization and Business Strategy (1 <sup>st</sup> e 2 <sup>nd</sup> module)	B	SECS-P/06	12	I
<b>6 credits to be chosen between:</b>				
Organizational Behavior and Leadership	C	SECS-P/10	6	II
Sociology of Entrepreneurship	C	SPS/09	6	II
<b>6 credits to be chosen between:</b>				
Teamwork, Negotiation and Conflict Management	B	SECS-P/08	6	II
Management Control and Cost Analysis	B	SECS-P/07	6	I
<b>9 Free-choice Elective (**)</b>	D		9	
<b>Total credits</b>			<b>60</b>	
<b>II YEAR - A.A. 2021-2022</b>				
International Law	B	IUS/13	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>6 credits to be chosen between:</b>				
Big Data Analytics for Business	B	SECS-P/05	6	
European Agricultural Policy	B	SECS-P/02	6	
<b>Laboratory (BOS)</b>	F		3	
<b>Thesis</b>	E		21	
<b>Total credits</b>			<b>60</b>	

(\*) 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.

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<b>I YEAR – A.A. 2020-2021</b>				
International economics (advanced)	B	SECS-P/02	9	I
International business and communication (1 <sup>st</sup> e 2 <sup>nd</sup> module)	B	SECS-P/08	12	II
Econometrics	B	SECS-P/05	6	II
European law	B	IUS/13	6	I
English Language (advanced) (*) or English Language (advanced C1) or Lab of International Markets Analysis	F		6	I II
<b>6 credits to be chosen between:</b>				
Business Statistics	B	SECS-S/01	6	II
Dynamics of Populations	B	SECS-S/04	6	I
<b>6 credits to be chosen between:</b>				
Budgeting	B	SECS-P/07	6	I
International Banking	B	SECS-P/11	6	II
<b>9 Free-choice Elective (**)</b>	D		9	
<b>Total credits</b>			<b>60</b>	
<b>II YEAR - A.A. 2021-2022</b>				
International integration (1 <sup>st</sup> e 2 <sup>nd</sup> module)	B	SECS-P/01	12	
<b>6 credits to be chosen between:</b>				
Economics of Innovation	B	SECS-P/06	6	
Analysis and Evaluation of Public Policy	B	SECS-P/03	6	
<b>6 credits to be chosen between:</b>				
Economics of Environment and Natural Resources	B	SECS-P/02	6	
Macroeconomics for Professionals	B	SECS-P/02	6	
<b>12 credits to be chosen between:</b>				
Country analysis (1 <sup>st</sup> module)	C	SPS/09	6	
Intercultural relations	C	SPS/09	6	
Supply Chain and Logistics	C	SECS-P/10	6	
<b>Laboratory (IEB)</b>	F		3	
<b>Thesis</b>	E		21	
<b>Total credits</b>			<b>60</b>	

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