

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

Curriculum: Business Organization and Strategy

Disciplina	Attività Formativa	SSD	CFU	Sem.
I YEAR – A.A. 2023-2024				
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 st e 2 nd module)	B	SECS-P/01	9	I
Personnel Economics	B	SECS-P/02	6	I
6 credits to be chosen between:				
International Contract Law	B	IUS/13	6	I
International Financial Regulation	B	IUS/10	6	I
6 credits to be chosen between:				
Organizational Behavior and Leadership	C	SECS-P/10	6	II
Sociology of Entrepreneurship	C	SPS/09	6	II
6 credits to be chosen between:				
Teamwork, Negotiation and Conflict Management	B	SECS-P/08	6	II
Management Control and Cost Analysis	B	SECS-P/07	6	I
9 credits Free-choice Elective (**)				
Adriatic-Ionian Cooperation (default choice)	D		9	II
Business Startup	D		9	I
Total credits			60	
II YEAR - A.A. 2024-2025				
Operation and Project Management (1 st e 2 nd module)	B	SECS-P/02	12	
Industrial Organization and Business Strategy (1 st e 2 nd module)	B	SECS-P/06	12	
Supply Chain and Logistics	C	SECS-P/10	6	
6 credits to be chosen between:				
Big Data Analytics for Business	B	SECS-P/05	6	
European Agricultural Policy	B	SECS-P/02	6	
Laboratory (BOS)	F		3	
Thesis	E		21	
Total credits			60	

(*) 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 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.

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I YEAR – A.A. 2023-2024				
International economics (advanced)	B	SECS-P/02	9	I
International business and communication (1 st e 2 nd module)	B	SECS-P/08	12	II
Econometrics	B	SECS-P/05	6	II
European Administrative Regulation	B	IUS/10	6	I
English Language (advanced) (*) or English Language (advanced C1) or Lab of International Markets Analysis	F		6	I II
6 credits to be chosen between:				
Business Statistics	B	SECS-S/01	6	II
Dynamics of Populations	B	SECS-S/04	6	I
6 credits to be chosen between:				
Budgeting	B	SECS-P/07	6	I
International Banking	B	SECS-P/11	6	II
9 credits Free-choice Elective (**)				
Adriatic-Ionian Cooperation (default choice)	D		9	II
Business Startup	D		9	I
Total credits			60	
II YEAR - A.A. 2024-2025				
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	
Analysis and Evaluation of Public Policy	B	SECS-P/03	6	
6 credits to be chosen between:				
Economics of Environment and Natural Resources	B	SECS-P/02	6	
Macroeconomics for Professionals	B	SECS-P/02	6	
12 credits to be chosen between:				
Country analysis (1 st module)	C	SPS/09	6	
Intercultural relations	C	SPS/09	6	
Supply Chain and Logistics	C	SECS-P/10	6	
Laboratory (IEB)	F		3	
Thesis	E		21	
Total credits			60	

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