

GENERAL MANAGEMENT

Two Years Master's Degree

Faculty of Economics

LE MAGISTRALI

 **LUISS**

La Tua Università

GENERAL MANAGEMENT

WHAT ARE YOU LOOKING FOR?



Alberto MARCATI
Coordinator
General Management Master's
Degree

I AM GLAD TO BE IN CHARGE OF THE PROGRAM, BECAUSE I LIKE NEW CHALLENGES AND INNOVATION, AND THIS POST-GRADUATE PROGRAM IS REALLY STATE-OF-ART AND OUR MOST INNOVATIVE.

The international dimension is now key and strategic to economies and businesses, and neither can do without it. The Program fits well the characteristics of such a job market, and has been designed to cater for international and broad minded students, ready to put some additional effort into learning in a new and stimulating environment. Some students enrolled on this Program will have the opportunity to spend their first year in Shanghai, at the School of Management of Fudan University, one of the top Chinese Universities. This is clearly an extraordinary experience, in a completely different environment and in one of the most important and dynamic economies, that is going to play soon a leading role in the world economy.

General Management is the right course for you, if you want to be provided with the knowledge and competences, that will allow you to face the challenges coming from innovation and globalization, and to live up to the new requirements of an increasingly dynamic and competitive environment.

As in all our Programs, we blend teachings on general and "basic" subjects (global economics, quantitative methods, law, finance, management) with teachings on more specialized subjects (international business, international finance, entrepreneurship, depending on the chosen Major), in order to provide our students with an advanced knowledge of the working of the economy and of competitive systems and with a specialized knowledge on specific phenomena or industries.

Within this Master Program, we are also offering to a limited group of students a Program leading to a Double Degree in International Management, a joint degree with the School of Management of Fudan University, in Shanghai, China, one of the top Chinese Universities. In addition, we are also offering our students the opportunity to enroll on a Program leading to a Double Degree with Nova University in Lisbon, Portugal, one of the most prestigious Universities in Portugal.

AS IN ALL OUR PROGRAMS, WE BLEND TEACHINGS ON GENERAL AND "BASIC" SUBJECTS WITH TEACHINGS ON MORE SPECIALIZED SUBJECTS



Patrizia MICUCCI
*Graduated in Economics
at LUISS University
Head of Coverage and
Investment Banking for Italy
Societe Generale corporate
& investment banking*

The ability to take initiative, good networking skills and the ability to keep calm under pressure. You need to have good inter-personal skills and be able to work with others. You also need to have a good knowledge of the business world and the latest market developments. Your success, therefore, will mainly depend upon your ability to communicate, willingness to travel, hard work and the number of profitable deals you clinch for the company. You will look into the financial aspects like advising a company or a client on financial transaction, selling and trading the securities, researching the company's background and the market before making any investments. Initially, you may start as an analyst and be responsible for writing reports, maintaining spreadsheets, trading stock options. Moreover, you will need to continuously involve yourself in extensive research on these subjects, and be up-to-date with the latest information. Some investment bankers handle the investment and control of a portfolio of shares, deciding which shares to buy and which to sell.

GENERAL MANAGEMENT

WHERE WOULD YOU LIKE TO WORK?

General Management is the right course for you, if you want to be specialised in managing internationalisation processes, innovation projects and financial operations as well as managing the luxury and tourism sector.

Employment opportunities include professional positions with executive consultancy firms and management positions with companies working in the industrial and service sectors interested in expanding into international and high-innovation markets.

Their skills and competences are very broad and meet the requirements of a large and diverse group of organizations and firms, and they may end up in consulting or else in a service or manufacturing firm, either in Italy or abroad.

EMPLOYMENT OPPORTUNITIES
INCLUDE PROFESSIONAL POSITIONS
WITH **EXECUTIVE CONSULTANCY
FIRMS AND MANAGEMENT
POSITIONS**

GENERAL MANAGEMENT

LUISS PLACEMENT & CAREER EDUCATION OFFICE



Valerio POCE

After the Bachelor Degree, when I was in the situation to choose where to continue my studies, my main interest was having an education which would have allowed me to be competitive when I would have entered the labour market and to develop the abilities to work in teams, to cope with uncertainty and the knowledge and acceptance of other cultures. At LUISS I found all of this. I'm actually attending the Master Degree in General Management, entirely taught in English. It's an internationally oriented course that, through innovative teaching approaches, and competent, helpful professors, provides excellent growth opportunities. In conclusion, LUISS University is in my opinion an outstanding school of life for achieving new goals in my career.

The Placement and Career Education Office is a service of vocational guidance and professional formation for undergraduates and graduates.

THE VOCATIONAL GUIDANCE

A practical support in the transition between university and job market.

Assessment with companies specialized in recruiting in order to identify and analyze your features and behavioral qualities. Biographical advices, entrusted to a senior manager, who suggests you how to write a curriculum and to identify the right strategies to face an interview. Meetings with LUISS Alumni, in order to build relationships and to deepen the knowledge of professional fields.

MEETING WITH THE WORLD OF JOB

Opportunities to learn about the characteristics and professional needs from different sectors of the job market:

- *Job Day* companies and organizations present and explain their recruiting plans.
- *Dinner with*, convivial meetings with corporate and institutional testimonial.

- *Drop in Job*, in order to know a specific business reality, visiting the production lines, dealing with the professional teams.

INTERNSHIP AND WORKING EXPERIENCES OPPORTUNITIES

Internships offered in companies, institutions, for a first experience work.

YOUR GRADUATES DATABASE

Possibility of inclusion of your profile in the LUISS graduates database for companies specific requirements. In particular, students who have attended a master degree course in General Management, who have participated in an internship in the international area of companies specialized in luxury, fashion and tourism, or operating in international markets and innovation.

GENERAL MANAGEMENT

ADMISSION TEST AND RANKING

TEST - DAY AND PLACE

13 MAY 2011
THE FIRST TEST
WILL TAKE PLACE
IN ROME ON 13 MAY
2011.

IF YOU WILL NOT PASS THE TEST
 THERE IS THE POSSIBILITY
 TO RETAKE IT ON SEPTEMBER

9 SEPTEMBER 2011
THE SECOND TEST WILL
TAKE PLACE IN ROME
ON 9 SEPTEMBER 2011

MAY TEST
 15 SEATS

SEPTEMBER TEST
 10 SEATS

THE TEST LASTS
 60 MINUTES

QUESTIONS
 60 MULTIPLE CHOICE

RANKING CRITERIA

100 %
ON THE CANDIDATE'S
ADMISSION TEST SCORE.

TUITION FEE
 € 9.000 + regional
 student welfare tax

LESSONS WILL START
 ON 26 SEPTEMBER 2011

THE ADMISSION TEST IS MANDATORY FOR:

All students coming from other universities, who have already graduated or will graduate by the end of the autumn session of the 2010/2011 academic year (December 2011), irrespective of their graduation score, subject to fulfilling the minimum academic requirements.

LUISS Guido Carli students coming from the Faculty of Economics, who have already graduated with a score lower than 100/110 or who will graduate by the end of the autumn session of the 2010/2011 academic year (December 2011) and whose current weighted average based on the exams sat so far is less than 27/30.

LUISS Guido Carli students coming from the Faculty of Political Science and the Faculty of Law who, irrespective of their graduation score or their current weighted average based on the exams sat so far, wish to apply for a master's degree programme in the Faculty of Economics, subject in any case to fulfilling the minimum academic requirements.

STUDENTS EXEMPTED FROM THE ADMISSION TEST:

LUISS Guido Carli students who have already graduated in Economics with a score of at least 100/110 or will graduate in Economics and whose current weighted average based on the exams sat so far is at least 27/30. LUISS students exempted from the admission test that want to enroll in the DDIM Program must hand the specific form between 28 February and 9 May. Please, remember that to enroll in the DDIM Program must achieve the degree by the summer degree session (a.y. 2010/2011 - July 2011).

THE APPLICATION FORM

Please, fill the application form online solely after to pay the application fee.
http://www.luiss.it/it/ammissione/ammissione_lauree_magistrali_a_a_20112012/

GENERAL MANAGEMENT

ADMISSION TEST
AND RANKINGMAY TEST
INTERNATIONAL
STUDENTS

15 SEATS

FOR NON-EU STUDENTS
RESIDENT ABROAD (FOREIGN
CONTINGENT) ENROLLED AT
UNIVERSITIES LOCATED ABROAD

10 SEAT

FOR EU STUDENTS RESIDENT/
LIVING ABROAD AND ENROLLED
AT UNIVERSITIES LOCATED
ABROAD

INTERNATIONAL STUDENTS WHO
WISH TO DO ONE OF THE MASTER'S
DEGREE COURSES TAUGHT IN
ENGLISH MUST FILL OUT THE
RELEVANT APPLICATION FORM
**BETWEEN 10 JANUARY AND 11 MAY
2011** AND AT THE SAME TIME SEND
TO THE STUDENT OFFICE A
**CERTIFICATE SHOWING THE GMAT
(GRADUATE MANAGEMENT
ADMISSION TEST) OR GRE
(GRADUATE RECORD
EXAMINATIONS) SCORES.**

*A special exam commission will assess
the documentation sent by every single
candidate and will rank them based on
GMAT/GRE scores, school and university
record, minimum academic requirements
and age. Candidates will be admitted
on a provisional basis to their chosen
degree course, which will become final
once the candidate has obtained the
final qualification from their university
of origin and the originals of the
documentation reach the Student Office
together with a statement of equivalent
value.*

STUDENTS OFFICE
VIALE ROMANIA, 32
P 06 85 225 270 / 263
F 06 85 225 920
masterdegree@luiss.it
segreteriaamagistrali@luiss.it

FILLING OUT THE
APPLICATION FORM

To sit the admission test in May, candidates must hand the specific form during the period 1 February - 9 May 2011. To sit the admission test in September, candidates must hand the specific form during the period 13 June - 5 September 2011. The application fee is 120 euros. Both the tests will take place in Rome. For more information, please visit the university website.

DEGREE CLASSES

Candidates must meet certain minimum academic requirements in order to sit the admission test. Students that belong to the following degree classes have all the compulsory requirements:

DEGREE CLASSES

L-18 (Ministerial Decree 270/04) ECONOMICS
AND BUSINESS MANAGEMENT STUDIES*

L-33 (Ministerial Decree 270/04)
ECONOMIC STUDIES**

* 17 (Ministerial Decree 509/99)

** 28 (Ministerial Decree 509/99)

MINIMUM ACADEMIC
REQUIREMENTS

Students from programmes belonging to degree classes other than those specified above may sit the admission test solely if they can show that their study plan contains at least 40 university educational credits overall (already awarded or yet to be awarded) pertaining to the following disciplines:

DISCIPLINES

ECONOMICS

BUSINESS ECONOMICS

MATHEMATICS

STATISTICS

FINANZIARIO

GIURIDICO

LUISS Guido Carli

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