



MANAGEMENT

A.Y. 2014/15

Master's Degree Programme

Department of Business and Management

 LUISS

MANAGEMENT

WHAT ARE YOU LOOKING FOR?



Paolo BOCCARDELLI
Coordinator
Master's Degree Department
of Business and Management

SPEED, CHANGE, GLOBAL VISION:

Rapid and radical changes are affecting global economy. Companies are now dealing with both financial turmoils and an increase in cultural diversity. That is why they are looking for stimulate growth while managing their internationalization. The MSc in Management is devised to meet companies needs in the meanwhile fostering a critical and multicultural approach for students.

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

LUISS reserves the right to change, amend, modify or revoke the above mentioned programs. In case of cancellation or modification, for reasons beyond LUISS control, the University will inform interested students.

The Master of Science in Management is the right choice if you want to gain knowledge and competences to face innovation and globalization. It provides you with the skills and abilities to cope with the challenges of an increasingly dynamic and competitive environment.

Traditional core teachings (global economics, markets, regulation and law, finance and corporate strategies) are mixed with elective specialized subjects (international business, entrepreneurship, depending on the chosen Major) to give students a sound and solid knowledge of both theory and practice and an in-depth insight of some specific industrial sectors. Moreover, LUISS offers 17 students the chance to participate to a Double Degree Program in International management (DDIM) in partnership with the Fudan School of Management, one of the top Asian Universities. Students also have the opportunity to apply for a Double Degree with many other prominent Universities, such as the Universidade Nova in Lisbon, Portugal (4 slots), the European Business School in Rheingau-Wiesbaden,

Germany (2 slots), the City University - Cass Business School, London, UK (2 slots), and the Skema Business School in Sophia Antipolis, France (5 slots).

The selection process for the Double Degree with Fudan School of Management (DDIM) and European Business School (EBS) is made during the third year of the Bachelor Program and students will spend the first year of the Management Master Degree abroad. The selection process of the Double Degrees with Universidade Nova (major in Innovation and Entrepreneurship, Corporate Finance or International Management), City University (major in Corporate Finance) and Skema Business School (major in Luxury, Fashion and the Creative Industries) runs during the first year of the Master Degree and selected students will spend the second year abroad.

In addition, Management students can access the prestigious QTEM (Quantitative Techniques for Economics and Management) program carried out by LUISS in partnership with several of the most important universities in Europe and around the world (more information on www.qtem.org).

Students can get the QTEM supranational certificate on top of their LUISS Master degree, spending one year in 2 different countries.

MANAGEMENT



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.

WHERE WOULD YOU LIKE TO WORK?

If you want to successfully lead internationalisation processes, innovate industrial organization and manage financial operations, that MSc in the right choice.

The range of possible career opportunities include already global prominent corporations, consultancy firms, highly innovative start-ups and services companies or firms which want to expand abroad, and approaching Emerging markets.

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

SOFT SKILLS & ENTREPRENEURSHIP COURSE

The aim of this activity is to contribute to educating students who will readily know how to test themselves in using English in a dynamic manner in organisational contexts, managing project work and hence showing themselves to be directly capable of working in teams with specific roles and objectives, coordinating other resources, communicating effectively, efficiently managing the time and resources available to them, resolving complex problems through the informed use of problem-solving tools and techniques, and developing the capacity to consider the problems and issues from various perspectives.

The compulsory itinerary, completion of which will lead to the granting of 8 higher education credits, envisages a first phase focused on developing a range of skills and a second phase in which the participants will be directly involved in planning a start-up.

The first phase will be structured in 5 modules all concentrated in the first semester of the second year of the master's degree programme.

The modules will be:

- Team Work and Leadership
- Game Theory and Decision Making
- Negotiation and Conflict Resolution
- Problem-Solving
- Project and Process Management

At the end of this first phase the students will be guided in the planning of start-up.

All of the activities will help towards developing a specialist vocabulary associated with the organisational, cognitive and behavioural skills involved in each module. Constant and controlled interaction will enable the students to test their ability to communicate in a foreign language, strengthened by the need to manage stress levels due to unforeseeable real or simulated situations, for example, public presentation of one's own ideas and work, coordination of small work teams, etc.

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LUISS PLACEMENT & CAREER EDUCATION OFFICE



Valerio POCÉ

After the Bachelor Degree, when I was in the situation to chose 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 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.

VOCATIONAL GUIDANCE

Practical support in the transition between the University and the job market is offered in the form of:

- **assessments** by companies specialized in recruiting in order to identify and analyze your personal and professional assets and qualities;
- **advice** from a senior manager on how to write a curriculum vitae and how to identify the most effective strategies in a job interview;
- **meetings** with Alumni to build relationships and increase your knowledge of different professional fields.

MEETING THE WORLD OF WORK

The following opportunities to learn about the characteristics and professional requirements of different sectors of the job market are provided:

- *Job Day*, Companies and organizations present and explain their recruiting process and plans;
- *Dinner with*, Socializing with corporate and institutional guest speakers;
- *Drop in Job*, Visiting production sites and dealing with professional teams in order to gain a concrete understanding of a specific business context.

OPPORTUNITIES FOR INTERNSHIPS AND WORK EXPERIENCE

Internships in companies and institutions are offered to provide students with their first work experience.

GRADUATES DATABASE

The opportunity to have your profile included in the graduates database for specific company requirements. Students who have attended the Master degree course in International Relations have participated in internships in international organizations and NGOs, chamber of commerce dealing with foreign trade, and companies operating in the international sector.

MANAGEMENT

ADMISSION TEST AND RANKING

TEST - DAY AND PLACE

15 MAY 2014
THE FIRST TEST WILL TAKE PLACE IN ROME ON 15 MAY 2014.

IF YOU DO NOT PASS THE TEST, YOU CAN TAKE IT AGAIN IN SEPTEMBER.

2 SEPTEMBER 2014
THE SECOND TEST WILL TAKE PLACE IN ROME ON 2 SEPTEMBER 2014.

MAY TEST
 25 PLACES

SEPTEMBER TEST
 15 PLACES

THE TEST LASTS
 60 MINUTES

QUESTIONS
 60 MULTIPLE CHOICE

RANKING CRITERIA
 BASED SOLELY ON THE CANDIDATE'S ADMISSION TEST SCORE

TUITION FEE
 10.000 Euros + regional student welfare tax

LESSONS WILL START
 ON 22 SEPTEMBER 2014

THE ADMISSION TEST IS COMPULSORY FOR

All students coming from other Universities, who have already graduated or will graduate by the end of November 2014, irrespective of their graduation score, subject to fulfilling the minimum curricular requirements.

LUISS Guido Carli students coming from the Department 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 2013/2014 academic year, and whose current weighted average based on the university examinations taken so far is less than 27/30.

LUISS Guido Carli students coming from the Departments of Political Science or the Department of Law who, irrespective of their graduation score or their current weighted average, wish to apply for the Master's Degree Program in Economics and have fulfilled the minimum curricular requirements.

STUDENTS EXEMPTED FROM THE ADMISSION TEST

LUISS students with a degree in Economics who have a graduation score equal to or higher than **100/110**.

LUISS students who will graduate in Economics with a weighted grade point average equal to or higher than 27/30.

These students must receive their Bachelor's degree by the autumn session of 2013/2014 with a score no lower than 100/110.

DOUBLE DEGREE IN INTERNATIONAL MANAGEMENT

LUISS and non LUISS students interested in the Double Degree program with Fudan School of Management in Shanghai (DDIM) have to follow the same selection process to access the Master program in Management. The requirements to participate to the program are a current weighted average of 26,50 and a good knowledge of English. In order to complete the application for the DDIM program, students have to submit the specific application and documents to the International Development Office. Please remember that to enroll in the DDIM Program students must graduate by the Summer Degree Session (A.Y. 2013-14 - July 2014) with a final degree grade equal or above 100/110. For all the details regarding the access requirements to the double degree programs: <http://www.luiss.edu/students/double-degrees-and-structured-partnerships>

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ADMISSION TEST AND RANKING

APPLICATIONS FOR INTERNATIONAL STUDENTS UNTIL 30 MAY

25 PLACES

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

INTERNATIONAL STUDENTS WHO WISH TO FOLLOW ONE OF THE MASTER'S DEGREE COURSES TAUGHT IN ENGLISH MUST COMPLETE THE APPROPRIATE APPLICATION FORM NO LATER THAN 30 MAY 2014. TOGETHER WITH THE APPLICATION FORM, THEY MUST SEND A CERTIFICATE ATTESTING TO THEIR SCORE ON THE GMAT (GRADUATE MANAGEMENT ADMISSION TEST) OR GRE (GRADUATE RECORD EXAMINATION).

A special Examination Commission will assess the documentation sent by each candidate and rank them based on their 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, and this admission will become final once they have obtained the final degree from their university of origin, and after the original documents and a Statement of Equivalent Value have reached the Student Office.

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

THE APPLICATION FORM

After paying the application fee, you can complete the application form online.

www.luiss.edu > *Admissions* > *Graduate admissions*

COMPLETING THE APPLICATION FORM

To sit the **admission test in May**, candidates must complete the appropriate form **from 9 January to 12 May 2014**. To sit the **admission test in September**, candidates must complete the appropriate form **from 10 June to 29 August 2014**.

The application fee is 120 Euros.

Both tests will take place in Rome.

For more information, please consult the University website www.luiss.edu

DEGREE CLASSES

Candidates must meet certain minimum academic requirements in order to sit the admission test. Students studying in the following degree classes meet all the academic 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 CURRICULAR REQUIREMENTS

Students from study programs awarding degrees different from those mentioned may sit the admission test only if their study plan includes **a total of at least 40 university academic credits** (already awarded or to be awarded) in **at least 2 of the following disciplines:**

DISCIPLINES

BUSINESS ECONOMICS

ECONOMICS

ENGINEERING

FINANCIAL

LAW

MATHEMATICS

STATISTICS

Except for the aforementioned curricular requirements, please note that for master's degree programs the material listed below will not be recouped in the lessons. Students therefore must have adequate knowledge of the following subjects: *Accounting and Financial, Statements, Commercial Law, Economics and Business Management, Business Finance, Macroeconomics, Financial Mathematics, Mathematics, Microeconomics, Statistics.*

MANAGEMENT STUDY PLAN 2014-2015

Required courses for all majors

I YEAR		
I Semester		CFU
Advanced financial mathematics	SECS-S/06	8
Global economic challenges	SECS-P/01	12
Markets, regulations and law	IUS/05	6
Performance measurement and financial reporting	SECS-P/07	8
II Semester		
		CFU
Advanced corporate finance	ING-IND/35	8
Corporate strategies	SECS-P/08	8

Required courses divided by major

CORPORATE FINANCE

I YEAR	II Semester	CFU
International accounting standards	SECS-P/07	6
Risk management	SECS-P/09	6
II YEAR		
I Semester		CFU
Structured finance	SECS-P/09	6
M&A and investment banking	SECS-P/11	6
Elective course	-	6
Elective course	-	6

INNOVATION AND ENTREPRENEURSHIP

I YEAR	II Semester	CFU
Intellectual property rights	IUS/04	6
Strategic management of innovation	SECS-P/08	6
II YEAR		
I Semester		CFU
Entrepreneurship and venture capital	SECS-P/08	6
Organizing innovation	SECS-P/08	6
Elective course	-	6
Elective course	-	6

INTERNATIONAL MANAGEMENT

I YEAR	II Semester	CFU
Global organization design	SECS-P/10	6
International marketing	SECS-P/08	6
II YEAR		
I Semester		CFU
International business	SECS-P/10	6
International trade and commercial policies	SECS-P/08	6
Elective course	-	6
Elective course	-	6

LUXURY, FASHION AND THE CREATIVE INDUSTRIES

I YEAR	II Semester	CFU
Creative industries and business model innovation	SECS-P/08	6
Project-based organization: design and HRM	SECS-P/10	6
II YEAR		
I Semester		CFU
Fashion management	SECS-P/08	6
Luxury management	SECS-P/08	6
Elective course	-	6
Elective course	-	6
Additional credits		
		CFU
Soft Skills & Entrepreneurship Course		8
Other activities (internship, foreign language, seminar, etc...)		4
Final thesis		22

Below the list of some possible courses that can be chosen for each major

Area Management		CFU
Business modeling and planning	SECS-P/08	6
Digital marketing	SECS-P/08	6
Economics and management of energy business	SECS-P/08	6
Entrepreneurship and venture capital	SECS-P/08	6
Fashion management	SECS-P/08	6
International business	SECS-P/08	6
Luxury management	SECS-P/08	6
Organizing Innovation	SECS-P/08	6
Technology and innovation management	SECS-P/08	6
Trade and retail marketing	SECS-P/08	6
Tourism management	SECS-P/08	6
Transforming business through digital innovation	SECS-P/10	6
Area Accounting/Finance		
		CFU
Advanced corporate finance	SECS-P/09	6
Auditing	SECS-P/07	6
M&A and investment banking	SECS-P/11	6
Planning and control	SECS-P/07	6
Structured finance	SECS-P/09	6
Area Law/Economics		
		CFU
Competition in high-tech markets	IUS/02	6
International trade and commercial policies	SECS-P/01	6

The study plan could change.



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