



**ACADEMIC REGULATIONS
BACHELOR'S DEGREE IN "BUSINESS ECONOMICS AND MANAGEMENT"
(Class L-18)**

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TITLE I – STRUCTURE OF THE DEGREE PROGRAM

Art. 1 – Preamble

1. This Regulation, drafted pursuant to Art. 12 of Ministerial Decree (DM) 22 October 2004, no. 270, governs the organizational and educational aspects of the Degree Program in “Business Economics and Management” in accordance with the current legislation, the Statute of the Guglielmo Marconi University, the University Academic Regulations (RDA), as well as other applicable rules.
2. The Degree Program in “Business Economics and Management” belongs to Class L-18 of Degrees in “Economic Sciences and Business Management” as defined by DM 19/12/2023 no. 1648.
3. This Regulation is consistent with the provisions of the Educational Ordinance of the Degree Program in “Business Economics and Management,” attached to the University Academic Regulations.

Art. 2 – Admission requirements and methods for verifying initial preparation

1. To be admitted to the Degree Program in “Business Economics and Management,” applicants must hold a secondary school diploma or another qualification obtained abroad, recognized as suitable. Considering the specific educational objectives of the Program, candidates are also required to have basic knowledge of general culture, logic, and language skills at the level expected at the end of secondary school.
2. To verify possession of the required entry-level knowledge, the University has prepared a specific non-selective Orientation Test. Although the test does not in any way prevent enrollment in the program, it is mandatory. If the test is not passed, the Student will be assigned, as additional educational requirements, specific support courses to restore basic competencies, allowing the Student to properly follow the study path. The Orientation Test must be taken within 60 days of enrollment and, in any case, before taking any exams.
3. The Test is divided into two Areas: a common Area for all Degree Programs and a Specific Area for the chosen program; each Area is further divided into different sections. The Common Area is divided into 5 sections covering basic skills in:
 - a) Text Comprehension;
 - b) Basic Computer Skills;
 - c) Logic;
 - d) Grammar;
 - e) Foreign Language (English).

The Specific Area for the Degree Program in “Business Economics and Management” includes the following sections: Mathematics, Geography, and History.

4. Each section is passed with at least 70% correct answers; otherwise, it is considered failed. For each failed section, the Student must complete the missing knowledge through an Entry Knowledge Recovery Course (RCI) as an additional educational requirement. The RCI Course is entirely online and concludes with a written test on the platform. The test must be taken at least once during the first year of the program. Passing the test certifies fulfillment of the additional educational requirement for that section. The Student may retake the test multiple times in case of failure.
5. Those who have not fulfilled all assigned additional educational requirements cannot take exams in the second and third years of the program and will have exam registrations blocked until the obligations are met.
6. Students with validated exams from previous academic careers are exempt from the entry-level knowledge verification.

Art. 3 – Curricula, tracks, and study plans



1. The educational organization of the Program includes 4 curricula. The structure of the curricula, including the identification of the scientific-disciplinary sectors and the integer numbers of ECTS credits assigned to each educational area, is reported in Annex 2, which is an integral part of this Regulation.
2. The Degree Program may include, within each curriculum, one or more Tracks aimed at deepening specific personal interests of Students. A Track consists of specifying precise activities within the optional activity sets provided by the curriculum and within the student's elective activities (TAF D). The activated Tracks are reported in Annex 3, which is an integral part of this Regulation, and are published before the start of each academic year on the course pages of the University website.
3. The Degree Program may provide a list of activities whose consistency with the educational plan is automatically verified if included in the student's elective activities (TAF D). This list, which may also include activities offered by other University Degree Programs or, within the agreements referred to in Art. 5, paragraph 6, by other Universities, is reported in Annex 4, which is an integral part of this Regulation.
4. Study plans consistent with a Track, or consistent with a curriculum and containing elective activities listed in Annex 4, are automatically approved.
5. The Student, based on justified reasons, at the time of enrollment or, in any case, within deadlines set annually, may propose to follow an individual study plan, provided it is consistent with the educational structure of the Degree Program for the academic year of enrollment. Such a proposal is accepted or rejected with reasoned opinion by the competent educational body.

Art. 4 – Educational activities

1. Annex 1, which is an integral part of this Regulation, contains the list of courses and other educational activities that make up the teaching offer of the Degree Program. For each activity, the following are indicated (in Italian and English): the name of the activity, the specific learning objectives in summary form, the credits, any prerequisites, the language of instruction, and the assessment methods; for each course, the reference scientific-disciplinary sectors and any division into modules are also indicated.
2. According to the deadlines set by the University, for each academic year, a Course Sheet is prepared for each educational activity offered by the Degree Program, reporting, in Italian and English, in addition to the information in paragraph 1: the assigned Instructor, the specific learning objectives in detail (including skills, possibly also transversal skills, that the Student will have acquired by the end of the activity), the program, any prerequisites, any attendance requirements, textbooks, any interim assessments (exemptions), evaluation criteria, and Student reception hours. The course sheets are made available on the Degree Program's website and within the University Course Catalogue.
3. For enrolled Students, the detailed Syllabus of the course is also available on the teaching platform: a detailed program containing at least: the specific topics covered by the course; the proposed synchronous and asynchronous teaching activities (lectures, review sessions, exercises, virtual classrooms, labs, forums, etc.); the weekly schedule of proposed teaching activities; individual study activities and self-assessment tests; recommended readings and further study activities, websites, etc.

Art. 5 – Methods of conducting educational activities

1. The Degree Program is offered entirely through distance learning and provides, for all Students, exclusively remote activities.
2. Asynchronous instructional teaching (which Students can access freely without time constraints) is complemented by specific interactive teaching sessions (mainly through synchronous virtual classrooms) integrated with practical exercises, in-person and virtual labs, case study discussions, seminars, guest lectures, and group project work, with a synchronous portion of at least 20% of the total scheduled frontal teaching hours.
3. For courses delivered via distance learning, 1 ECTS credit typically corresponds to about 5 hours of instructional teaching and at least 1 hour of interactive teaching, provided that the total synchronous



hours are at least 20% of the frontal teaching hours. Considering the need for repeated access, the physical duration of instructional teaching delivery is multiplied by two.

4. For internship activities, 1 ECTS credit corresponds to 25 hours of Student engagement.
5. Within the framework of increasing integration with Italian and foreign universities or other culturally relevant institutions, it is possible to replace educational activities conducted within the Degree Program with those carried out at other Italian or foreign universities, or other institutions of similar cultural relevance; it is also possible to recognize duly certified educational activities completed at Italian or foreign universities, or other institutions of similar cultural relevance. This occurs under international agreements and programs, inter-university conventions, or specific conventions proposed by the competent educational structures and approved by the relevant Academic Bodies.

Art. 6 – Exams and other assessments of Student performance

1. ECTS credits corresponding to each educational activity are earned by the Student upon passing the final exam or another form of performance assessment.
2. Student evaluation through performance assessments is conducted at the University's headquarters or other exam locations, in the presence of the Student, in compliance with current regulations and the University Academic Regulations, with an examination committee constituted according to the University Academic Regulations.
3. For educational activities corresponding to courses, the exam involves, in addition to acquiring ECTS credits, the assignment of a grade expressed out of 30, with possible honors, which contributes to determining the final degree grade. The exam is passed if the grade is equal to or greater than 18/30. For additional educational activities, including foreign language knowledge, passing the test is certified as a "pass" judgment. For activities related to internships, ECTS credits are earned through certification of the activity completed and a completion certificate, according to the relevant procedures.
4. Final assessments may consist of a written test, a practical test, and/or an oral exam, as indicated for each educational activity in Annex 1. The Course Sheet referred to in Art. 4, paragraph 2, published on the course website, contains the evaluation criteria and any intermediate assessments (exemptions). The results of intermediate assessments constitute part of the final evaluation by the examination committee. Assessment procedures must be the same for all Students and comply with what is indicated in the Course Sheet.
5. Any additional formative assessments during the course (multiple-choice tests, true/false, questions with varying difficulty, simulations, concept maps, papers, group projects, etc.) are aimed at self-assessment by the Student and evaluation by the Instructor.
6. The final performance exam must value the work carried out online, taking into account the results of intermediate assessments (if any), the quality of participation in online activities, and the results of the in-person final exam.
7. If the Student does not pass the exam, the conditions indicated in the University Academic Regulations and the Student Regulations must be met to retake it.

Art. 7 – Final exam

1. The final exam consists of the production of a short paper and a Graduation Exam, which includes the discussion of the paper before a Committee and the degree proclamation with assignment of the degree grade.
2. In the final exam, the Student must demonstrate autonomous learning ability, the ability to critically analyze content related to the field of study, and the ability to communicate information appropriately within the field of study.
3. The final paper, supervised by a Faculty Advisor, must relate to topics covered within the Degree Program and, in particular, to the subject assigned for the final exam. The final paper may consist of:
 - i) a review of the scientific literature based on a topic and with an approach consistent with the assigned subject;
 - ii) a critical commentary on scientific literature consistent with the assigned subject;
 - iii) the presentation of one or more scientific results consistent with the assigned subject;
 - iv) an investigative or intervention project based on a topic and approach consistent with the assigned subject;
 - v) a project work, if applicable to the assigned subject.
4. The Graduation Exam is held in a public session before a Committee of Faculty Members constituted



according to the University Academic Regulations. The procedure for calculating the degree grade is as follows: the starting score with which the Candidate is admitted to the Graduation Exam is the weighted average of grades obtained in exams (weighted according to the ECTS credits assigned to courses), rounded to two decimals. For calculation purposes, a grade of 30/30 with honors is equated to 31/30. The average out of 30 is multiplied by 110 and divided by 30 to obtain the corresponding value out of 110. The Committee may add 0 to 8 points to the starting average based on the quality of the paper and the presentation during the discussion, with an additional point possible based on specific characteristics of the study path (ongoing degree; international study experience within the curriculum; participation in University activities and projects). The minimum passing grade is 66/110. For Candidates who achieve 110/110, the Committee may unanimously assign honors if proposed by the Advisor.

Art. 8 – Diploma Supplement

1. In accordance with current regulations, the University issues, as a Diploma Supplement, a certificate reporting, also in English and according to models consistent with those adopted by European countries as provided by D.D. 389 of 5 March 2019, the main information relating to the specific path followed by the Student to obtain the degree.

TITLE II - OPERATIONAL RULES

Art. 9 - Attendance requirements

Unless otherwise indicated in the Course Sheet, attendance at online educational activities is not mandatory, but highly recommended and useful for preparation and individual study.

Unless otherwise indicated in the Course Sheet, formative and self-assessment tests provided by the Courses are not mandatory for admission to the exam, but are considered highly recommended and useful for preparation and individual study.

All online activities are automatically tracked by the system and monitored by the Faculty and disciplinary tutors.

Unless otherwise indicated in the Course Sheet, intermediate assessments (exemptions)-where provided-are considered mandatory for admission to the exam and contribute to the final grade.

Unless otherwise indicated in the Course Sheet, the study of the assigned texts is mandatory.

Internship and placement activities require physical attendance by the Student, in compliance with the relevant regulations.

According to ANVUR guidelines, Students who have attended more than 50% of online lessons are considered "attending Students." Students who have attended less than 50% of online lessons are considered "non-attending Students." Student attendance is monitored automatically by the system.

Art. 10 - Transfers from other Degree Programs and Universities

Transfers from other Degree Programs or Universities are allowed subject to verification of the Student's admission requirements and initial preparation pursuant to Art. 2 of this Regulation. Any recognition of previous activities for career shortening purposes is carried out pursuant to Arts. 11 and 12 of this Regulation.

Art. 11 - Credit recognition

Recognition of previously completed educational activities must be requested before enrollment, transfer from another University, or course change, according to procedures defined by the University.

In the case of transfer from other Degree Programs or Universities, any recognition of credits for previous activities is carried out according to the following criteria:



- a) Validation of prior academic careers is always carried out on a case-by-case basis based on certifications issued by the University of origin.
- b) Exams and academic activities already completed are recognized based on consistency with the Educational Regulations and specific learning objectives of the Degree Program of arrival, and in the case of exams taken more than 10 years before the recognition request, after verifying that the content is not obsolete with respect to the state of the art, ensuring recognition of the maximum possible number of credits. In particular, if the Student comes from a Degree Program of the same class as the program of arrival, the recognized ECTS quota is at least 50% for each scientific-disciplinary sector. The Student may be asked for additional course syllabi for validation purposes. Non-recognition of credits must be adequately justified.
- c) The total number of recognized credits is equal to the total number of credits of the recognized activities.
- d) Courses belonging to scientific-disciplinary sectors not included in the Educational Regulations, or (for related or integrative activities) in the Didactic Regulations of the Degree Program of arrival, can only be recognized within the scope and limits of student-selected activities (TAF D), additional educational activities (TAF F), and for language courses, in activities for knowledge of at least one foreign language (TAF E).
- e) Results of study periods at other Italian or foreign Universities are recognized based on the previously agreed Learning Agreement, as referred to in Art. 13 of this Regulation.

Recognition is carried out by the competent educational structure, with the support of the dedicated ECTS Office of Central Administration.

In the case of validation, the validated course is assigned the same grade obtained by the Student in the exam taken. If the exam was assessed using a grading system other than the 30-point scale, it is converted following the Erasmus conversion procedure.

Art. 12 - Recognition of ECTS for extracurricular activities

Pursuant to D.M. 931/2024, a maximum of 48 ECTS can be recognized for:

- a) professional knowledge and skills, certified under current regulations, as well as other knowledge and skills acquired through post-secondary educational activities (e.g., master's programs, training and refresher courses, etc.);
- b) educational activities carried out in study cycles at public administration training institutes, as well as other knowledge and skills acquired through post-secondary educational activities in which the University participated in planning and implementation;
- c) the Student's achievement of an Olympic or Paralympic medal or the title of absolute world champion, absolute European champion, or absolute Italian champion in disciplines recognized by the Italian National Olympic Committee or the Italian Paralympic Committee.

The Student may request recognition of the activities referred to in paragraph 1 multiple times during their academic career, provided that the total number of recognized credits does not exceed the maximum limit indicated and each activity is recognized only once within the Degree Program. Furthermore, recognition of activities already recognized in Bachelor's Programs is not allowed for Master's Degree Programs.

Recognition is based exclusively on the competencies demonstrated by each Student. Activities for which recognition is requested must be certified according to the law by the institution and/or structure where they were completed. For recognition purposes, if the activity was carried out at a public administration, it is sufficient for the Student to submit a self-certification pursuant to Art. 46 of D.P.R. 445/2000; if the activity was carried out at an institution and/or structure not affiliated with public administration, the Student must provide a certification issued according to law by the institution and/or structure where it was completed. The certification must also report the number of hours of the activity, the assessment of learning, and the skills acquired as a result of the certified activity.



For ECTS recognition, professional knowledge, skills, and educational activities referred to in paragraph 1, letters a) and b) must be consistent with the specific learning objectives of the Degree Program.

Recognized credits for professional knowledge and skills may be included in student-selected activities (TAF D), additional educational activities (TAF F), or, if provided by the Degree Program, in activities dedicated to internships and placements at companies, public or private entities, professional orders (TAF S).

Recognized credits for post-secondary educational activities, or activities carried out in study cycles at public administration training institutes, may be included in any category provided in the Degree Program regulations, provided the activity is consistent with the specific learning objectives and expected learning outcomes of that category. For inclusion in core, specialized, or related categories, the activity must be assigned (if not already present) a scientific-disciplinary sector, chosen from those already provided in the Degree Program regulations or, for related activities, from the Degree Program Regulations. For inclusion in core or specialized activities, the area of inclusion must also be identified, consistent with the assigned scientific-disciplinary sector.

The Student's achievement of an Olympic or Paralympic medal, or the title of absolute world champion, absolute European champion, or absolute Italian champion in disciplines recognized by the Italian National Olympic Committee or the Italian Paralympic Committee, allows, upon request, the acquisition of 6 ECTS for each medal or title, up to a maximum of 12 ECTS, to be included in student-selected activities (TAF D), additional educational activities (TAF F), or, if provided by the Degree Program, in activities dedicated to internships and placements at companies, public or private entities, professional orders (TAF S).

In any case, recognized credits assigned to a specific category or area of educational activity cannot exceed the maximum number of credits assigned to that category in the Degree Program regulations.

For recognized activities that originally did not include a grade, only a "pass" is assigned during recognition. For recognized activities that originally included a grade, the original grade is assigned, converted to a 30-point scale if necessary.

Recognition is carried out by the competent educational structure, with the support of the dedicated ECTS Office of Central Administration.

Art. 13 – Study periods at other Italian and foreign Universities

1. The Degree Program encourages national and international mobility of Students as a means of cultural exchange and integration into their personal and professional education for the purpose of obtaining the degree. It therefore recognizes study periods completed at Italian and foreign university institutions under bilateral agreements (in particular those provided by the Erasmus and Erasmus+ Programs, but also other agreements entered into by the University) as a training tool equivalent to that offered by the Degree Program, provided that the Student's workload and content coherence with the educational path are equivalent.
2. The Learning Agreement is the document that defines the plan of educational activities to be completed at the other university institution and to be substituted for some of the activities planned in the Degree Program. It establishes, in advance, an equivalent number of credits for the total of said activities, is prepared by the Student with the support of the University Erasmus Office, and must be approved by the competent educational structure.
3. The selection of educational activities to be taken at the other university institution is carried out in such a way that, as a whole, they are aimed at acquiring knowledge and skills consistent with the learning objectives of the Degree Program, without seeking content equivalence, identical course titles, or a one-to-one correspondence of ECTS between individual courses of the two institutions.
4. At the end of the study period, based on the results achieved and duly documented by the other university institution (in the case of the Erasmus/Erasmus+ Program, through the Transcript of Records), the educational activities completed are recognized both in terms of ECTS acquired and any grades obtained, in accordance with the Learning Agreement.



5. Study and research activities carried out at another university institution, previously agreed upon for the purpose of preparing the final exam or internships, are recognized in terms of ECTS in the respective categories provided in the Degree Program regulations.

Art. 14 – Simultaneous enrollment in two Degree Programs

1. Pursuant to Law 12 April 2022, no. 33, Ministerial Decree 29 July 2022, no. 930, Ministerial Decree 02 August 2022, and the University Didactic Regulations, the Degree Program allows simultaneous enrollment in another Degree Program, provided that it belongs to a different class and differs by at least two-thirds of the educational activities.
2. The Degree Program encourages and supports the interdisciplinary nature of training and facilitates simultaneous enrollment in another Degree Program through:
 - a) organizational methods of teaching consistent with part-time attendance by Students, thus allowing simultaneous enrollment in Programs with compulsory attendance, while respecting the minimum attendance requirements set out in Art. 9, as well as prerequisites of courses;
 - b) recognition, upon request by the Student, of credits earned for educational activities completed in one of the Degree Programs in which the Student is simultaneously enrolled, following the criteria and procedures indicated in Arts. 12 and 13 of this Regulation;
 - c) in the case of educational activities used in two different Degree Programs of the same University in which the Student is enrolled, recognition is granted automatically;
 - d) in the case of partial recognition of educational activities completed in one Degree Program, whether at this or another University, the Degree Program promotes and facilitates the completion, by the Student, of additional educational activities for full recognition of the activity carried out.
3. The methods and criteria for recognizing credits earned prior to requesting simultaneous enrollment in another Degree Program are those defined in Arts. 12 and 13 of this Regulation.

Art. 15 – Orientation and Tutoring

1. Orientation activities are organized by the University, coordinated by the dedicated University service, and governed by the University Didactic Regulations. In particular, the University organizes, also in collaboration with upper secondary schools and with public and private entities, orientation activities aimed at:
 - o upper secondary school students for guided study choices;
 - o current university students to inform them about educational paths, service operations, and student benefits;
 - o graduates to facilitate their integration into the labor market and professions.
2. Disciplinary tutoring activities are carried out by delegated Faculty members and/or qualified figures appropriately selected according to procedures set out in a specific University Regulation.
3. Each Student is assigned a disciplinary tutor as a reference, with support and monitoring functions regarding lesson attendance.
4. Disciplinary tutoring is conducted by content experts in an interactive format as guidance/advisory, coordination, and monitoring of overall class progress, coordination of student groups, etc. These activities use various available interaction tools (FAQ system, forums, virtual meetings, live seminars, etc.).
5. Disciplinary tutoring activities benefit from an automatic tracking system for educational activities and recording of monitoring activities, both didactic and technical.
6. The University also ensures the activation of a technical tutoring service for both Faculty and Students, providing technical support, introduction and familiarization with the technological environment, saving and preserving materials, ongoing technical assistance, and a dedicated Help Desk.

Art. 16 – Transparency

1. In accordance with current regulations regarding the transparency of Degree Programs, any additional information concerning the characteristics of the Degree Program in “Business Economics and Management” (Class L-18), as well as student services and other administrative aspects, is published and updated on the University website.



TITLE III – FINAL AND TRANSITIONAL PROVISIONS

Art. 18 – Approval and amendments of the Regulation

1. The Didactic Regulation of the Degree Program, drafted in accordance with the guidelines provided by the Academic Senate and the Board of Directors, is approved by the educational structure that manages the Program, after consultation with the competent Joint Faculty-Student Committee, and issued by Rectoral Decree.
2. Amendments to this Regulation, which must comply with the guidelines provided by the Academic Senate and the Board of Directors, are approved following the same procedures indicated in the previous paragraph and issued by Rectoral Decree.
3. Upon the entry into force of any amendments to the University Didactic Regulation or the regulations of the competent educational structures, or other new provisions in the matter, the present Regulation will, in any case, be verified and updated.

Art. 19 – Transitional provisions

1. This Regulation applies to all Students enrolled in the Degree Program and remains in effect for at least a number of years following its entry into force equal to the standard duration of the Program and, in any case, until the issuance of the subsequent Regulation; as far as compatible, it also applies to students enrolled in other cohorts.

ANNEX 1 – LIST OF TRAINING ACTIVITIES

Name: Economics

ECTS Credits: 12

SSD: ECON-01/A (ex SECS-P/01)

Modules: Unimodular

Learning outcomes: By the end of the course, the student will have acquired basic knowledge in economics, useful for understanding the functioning of markets, the behaviour of economic agents and the main macroeconomic variables. The student will be able to apply microeconomic models to analyse prices and resource allocation, and to interpret data and documents related to macroeconomic issues.

The student will develop autonomy of judgement in the critical analysis of economic systems and public policies, and will be able to clearly communicate concepts, data and arguments on relevant economic issues.

Prerequisites:

Language: Italian

Assessment methods: The exam consists of a written or oral test.

Notes: none



Name: Business Administration

ECTS Credits: 6

SSD: ECON-06/A (ex SECS-P/07)

Modules: Unimodular

Learning outcomes: At the end of the course, the student will have become familiar with the language and fundamental issues of business economics. He/she will be able to recognise the essential features of the business phenomenon, to understand its structure and role in contemporary economic systems. Furthermore, he/she will be able to interpret the economic and financial effects of business operations and to apply principles and tools useful for the analysis of management balances.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists of a written or oral test.

Notes: none



Name: General Mathematics

ECTS Credits: 6

SSD: STAT-04/A (ex SECS-S/06)

Modules: Unimodular

Learning outcomes: At the end of the course, the student will be able to use the main mathematical tools applied to economics, business and finance disciplines. The student will be able to organise quantitative analysis techniques to support decision-making processes and to solve theoretical and practical problems in the economic-business field, dealing autonomously with standard exercises useful in professional applications.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists of a written test.

Notes: none

Name: Business quantitative methods and determinations

ECTS Credits: 6

SSD: ECON-06/A (ex SECS-P/07)

Modules: Unimodular

Learning outcomes: the course provides a systemic view of business operation, with a focus on the organisational, decision-making and accounting system. The student will learn the logic of management planning, execution and control, acquiring useful skills to support management in decision-making processes and in the evaluation of company performance. The student will also be able to carry out the main accounting entries linked to the purchasing and selling cycles, understand settlement entries and the transition from numerical income to accrual income. Finally, the student will acquire knowledge of economic capital estimation



methodologies, learning to apply direct and indirect valuation techniques, with particular reference to the rate of return, cost of capital and income flows.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists of a written test.

Notes: none

Name: Statistics

ECTS Credits: 12

SSD: STAT-01/A (ex SECS-S/01)

Modules: Unimodular

Learning outcomes: At the end of the course, the student will be able to analyse collective phenomena from a quantitative point of view, using the main statistical methods for collecting, organising and analysing univariate and bivariate data. He/she will have acquired skills in the definition, measurement and interpretation of statistical data, also under conditions of uncertainty, by means of the tools of inference.

He/she will also be able to recognise and use the main statistical sources in the demographic and social field, understand the process of carrying out ISTAT surveys and critically interpret the products of official statistics, including their dissemination in the media.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists of a written and oral test.

Notes: none



Name: Human anatomy

ECTS Credits: 6

SSD: BIOS-12/A (ex BIO/16)

Modules: Unimodular

Learning outcomes: Through basic knowledge of human anatomy, starting from general principles to arrive at a detailed description of the apparatuses and systems of the human organism, the course aims to enable the student to acquire those basic skills relating to the organization and functioning of the human body that will allow him/her to complete his/her training path and acquire the technical and didactic skills relating to motor and sports activities.

Prerequisites: None

Language: Italian

Assessment methods: The exam consists of a written test.

Notes: None.



Name: Technique and teaching of individual and team sports with technical-practical activities

ECTS Credits: 15

SSD: MEDF-01/B (ex M-EDF/02)

Modules: Technique and teaching of individual and team sports (Module I, 6 credits). Technical-practical activities (Module II, 9 credits)

Learning outcomes: The course aims to analyze the performance models, regulations, theory, technique and teaching of individual sports specialties such as athletics and technical combination sports (artistic gymnastics, rhythmic gymnastics, synchronized swimming and diving), team sports (volleyball, basketball, rugby, football) and combat sports (fencing, martial arts, kickboxing).

Propaedeutics: Theory, methods and teaching of motor activities in various age groups

Language: Italian

Assessment methods: The exam consists of a written test regarding the first module and a technical-practical test regarding the second module.

Notes: The technical-practical activities are carried out in person on site.

Name: English language

ECTS Credits: 6

SSD: –

Modules: Unimodular

Learning outcomes: The activity provides a basic knowledge of the elementary grammatical and syntactic structures of the English language as well as a lexical repertoire useful for communicating in different situations that arise in everyday life. The course also allows students to acquire knowledge useful for achieving a good level of comprehension and production both written and oral.

Prerequisites: None



Language: Italian

Assessment methods: The exam consists of a written test.

Notes: Eligibility assessment without grade.

Name: **Commerciale Law**

ECTS Credits: 12

SSD: GIUR-02/A (ex IUS/04)

Modules: Unimodular

Learning outcomes: The course provides a solid legal foundation on the main aspects of business activity, with the aim of developing skills useful to deal with commercial issues from a regulatory point of view. At the end of the course, students will be able to understand the evolution of commercial law, to know the regulation of business and companies, to analyse commercial contracts, the functioning of the securities market and the main insolvency procedures.

Prerequisites: Private Law

Language: Italian

Assessment methods: The exam consists of a written and oral test.

Notes: none



Learning outcomes: By the end of the course, students will have gained solid knowledge of the fundamental principles of tax law, including the legal structure of taxes, the sources of tax law, and the mechanisms governing tax assessment, collection, and taxpayer protections, both administrative and judicial.

They will be able to apply theoretical knowledge to practical case studies by interpreting legal norms, as practiced during lectures and interactive activities. Students will also develop transversal skills, integrating tax law with private and public law concepts, and will be able to clearly communicate their conclusions and acquired knowledge. This foundation will support them in pursuing further studies with a high degree of autonomy.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists of a written and oral test.

Notes: none

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Name: Economics and Business Management

ECTS Credits: 6

SSD: ECON-07/A (ex SECS-P/08)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to understand key issues related to the strategic and operational management of firms, with a focus on competitiveness in international contexts. They will become familiar with established business theories, identify and implement appropriate competitive and growth strategies, and contextualize them within a global environment. Moreover, they will understand the international implications for strategies, organizational structure, and functions.

Prerequisites: General Mathematics, Quantitative Business Methodologies and Determinations and Financial Mathematics.

Language: Italian

Assessment methods: The exam consists of a written and oral test.

Notes: none

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Name: Business Organization

ECTS Credits: 6

SSD: ECON-08/A (ex SECS-P/10)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to analyze organizational design and develop analytical skills for understanding organizational contexts. They will understand the main theoretical foundations of business organization, with particular focus on models aligned with corporate strategies. Students will also be able to evaluate organizations as systems, apply methods for organizational change in both public and private sectors, and assess the strategic role of ICT in business processes. Additionally, they will be able to design human resource-oriented organizational processes, including personnel management, motivation, skills development, training, and organizational culture.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists of a written and oral test.

Notes: none



Name: Economic Policy

ECTS Credits: 12

SSD: ECON-02/A (ex SECS-P/02)

Modules: Unimodular

Learning outcomes: The course equips students with the tools to understand key macroeconomic phenomena and critically assess economic policies. By the end of the course, students will be able to evaluate how public policy interventions affect major economic variables such as output, prices, interest rates, employment, exchange rates, and growth. They will understand the functioning of economic systems in both closed and open economies, according to the main schools of economic thought, and analyze the relationships between different macroeconomic models and their policy implications. Students will also gain insight into the evolution of the global financial architecture, the European Economic and Monetary Union, and recent theoretical developments aimed at addressing emerging global economic challenges.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists of a written and oral test.

Notes: none

Name: English Language

ECTS Credits: 6

SSD:

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to understand and use everyday expressions and basic phrases to meet concrete needs related to personal and professional contexts. They will be able to introduce themselves and others, ask and answer questions about personal or familiar topics—such as place of



residence, work, known people, and personal belongings—interact in simple conversations, and exchange information using basic vocabulary on familiar topics and daily activities.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists of a written test.

Notes: none

.

Name: Corporate Finance

ECTS Credits: 12

SSD: ECON-09/A (ex SECS-P/09)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the fundamental concepts of Finance Theory and value creation. They will grasp the strategic importance of Corporate Finance for business survival and growth in the current global economy. Students will acquire the ability to analyze corporate risks and financial balance, and will be able to apply theories, models, and tools to guide managerial decisions in investment analysis and the definition of effective financial policies.

Prerequisites: Business Administration, Financial Mathematics

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

.

Name: Innovation Strategies and Development



ECTS Credits: 6

SSD: ECON-06/A (ex SECS-P/07)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to understand the political, economic, and social impacts of the Fourth Industrial Revolution, as well as tools for fostering innovation and creativity in complex environments. They will develop a critical perspective on organizational and managerial transformations—both traditional and emerging—and will be capable of independently defining evolutionary processes across different levels of analysis. Additionally, they will acquire transversal skills such as problem setting and solving, critical and lateral thinking, autonomous learning, and reflective thinking.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

.

Name: Marketing

ECTS Credits: 6

SSD: ECON-07/A (ex SECS-P/08)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the complex meaning of marketing and its role in a market economy. They will gain knowledge of the techniques and strategies companies use to face market competition, as well as the tools for analyzing customer and intermediary behavior through market research and analysis. Students will be able to analyze competitor behavior, classify core marketing concepts, models, and techniques, select marketing strategies by identifying target segments and positioning, and define specific marketing actions related to product, pricing, communication, and distribution. They will also be able to evaluate performance outcomes to revise strategies and specific actions when needed.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

.



Name: Startup Strategy

ECTS Credits: 6

SSD: ECON-07/A (ex SECS-P/08)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the startup ecosystem and the evolving paradigms of innovation, particularly the shift from closed to open models (Open Innovation). They will be able to identify unmet and latent consumer needs, understand each phase of a startup's life cycle, and develop integrated strategies for growth from pre-seed to scaling. Students will also be equipped to apply Lean validation and testing techniques, select appropriate financial resources, and prepare key documents to secure funding from investors. Additionally, they will develop transversal and meta-skills such as problem-solving, understanding creative thinking processes, and using facilitation techniques for team building and behavioral alignment within teams.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Economics and Industrial Policy

ECTS Credits: 6

SSD: ECON-04/A (ex SECS-P/06)

Modules: Unimodular

Learning outcomes: The course provides students with foundational knowledge of neoclassical theory, market structures, business models, and production organization. It also covers mergers, acquisitions, strategic alliances, product differentiation, pricing strategies, innovation processes, intellectual property protection, and



industrial policy including market failures, policy goals, and government failures. By the end of the course, students will be able to critically analyze industrial development dynamics from a policy perspective, assess business strategic decisions and their effects on sectoral competition, identify opportunities for innovation protection, and evaluate government intervention strategies.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

.

Name: Business Strategy and Policy

ECTS Credits: 6

SSD: ECON-06/A (ex SECS-P/07)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the components of business strategy, sector analysis techniques, the concept of resources, and the strategic approaches to positioning and competitive advantage. They will be able to apply this knowledge to the formulation of business strategies based on internal and external critical variables, translate strategy into plans and control models, and distinguish between analysis, planning, and strategic control. They will also understand the key element of business strategy: the firm's competitive positioning. Students will develop independent judgment in critically assessing strategic alternatives and will be able to communicate their knowledge clearly and coherently using appropriate terminology and structured reasoning.

Prerequisites: Business Administration, Economics and Business Management

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

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Name: Economics of financial intermediaries

ECTS Credits: 6

SSD: ECON-08/A (ex SECS-P/11)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to analyze the structure and functioning of the financial system, including its organized network of intermediaries, instruments, and markets.

They will understand the economic role of financial intermediation and the configuration of the system, recognize the main characteristics of financial markets and instruments relevant to investment decisions, and evaluate the functions, operations, and management models of financial intermediaries.

Students will also acquire knowledge of the technical and economic features of financial instruments, the structure and functioning of financial markets, the regulatory and supervisory framework, and the tools used for financial risk management.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

.

Name: Banking Law

ECTS Credits: 6

SSD: GIUR-03/A (ex IUS/05)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the main features of banking contracts and the typical operations both core and ancillary that define the contractual relationships between banks and their clients. They will be able to use the most common monetary instruments in commercial practice and understand the rules and players involved in financial intermediation. Students will also develop the ability to make independent judgments and take decisions aligned with the knowledge acquired.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

.



Name: Administrative Law

ECTS Credits: 12

SSD: GIUR-06/A (ex IUS/10)

Modules: Unimodular

Learning outcomes: By the end of the course, students will have acquired in-depth knowledge of the institutions of administrative law, with a focus on legislative, jurisprudential, and doctrinal developments. They will be able to navigate the complex framework of multi-level legal sources, analyze concrete legal cases by identifying the relevant institutions and applicable rules, and apply their theoretical knowledge to practical situations. Students will also develop independent judgment through critical analysis of real or ongoing jurisprudential cases, and will be able to use accurate and context-appropriate legal terminology effectively.

Prerequisites: Constitutional law - Institutions of public law

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Labor Law

ECTS Credits: 12

SSD: GIUR-04/A (ex IUS/07)

Modules: Unimodular



Learning outcomes: By the end of the course, students will understand the fundamental principles of Trade Union Law and Labour Law, as well as the regulation of the individual topics covered during the course. They will also be able to distinguish between different types of employment relationships and their legal frameworks. They will apply their theoretical knowledge to reconstruct relevant legislation and solve practical cases by correctly qualifying the nature of employment relationships. Students will develop independent judgment in identifying applicable legal sources, interpreting key concepts, and addressing regulatory issues. They will also gain insight into procedural labour law, identify the specific features of Labour Law compared to Private Law, and recognize general contract law principles and their exceptions in the employment context. Furthermore, they will develop a legal reasoning method and communicate using appropriate legal terminology.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

.

Name: Statistics and Demography

ECTS Credits: 6

SSD: STAT-03/A (SECS-S/04)

Modules: Unimodular

Learning outcomes: By the end of the course, students will have acquired in-depth knowledge of the population through the main socio-demographic characteristics of individuals and the related phenomena.

They will be able to apply tools to define, measure, analyze, and interpret socio-demographic phenomena and will understand key dynamics such as international migration, low fertility, population ageing, family transformation, and population projections. Students will also gain insight into current trends and challenges in population studies, including the demographic impact of the Covid-19 pandemic.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

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Name: Company balance sheets and certifications

ECTS Credits: 6

SSD: ECON-06/A (ex SECS-P/07)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the basic rules and dynamics involved in preparing financial statements, including the Balance Sheet, Income Statement, Cash Flow Statement, and Notes to the Financial Statements.

They will be familiar with the relevant legal and professional standards concerning the preparation, valuation, and presentation of individual financial items, and will be able to interpret the accompanying reports issued by the management body, the auditor, and the internal control body, which may also serve as auditor.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Financial budget analysis

ECTS Credits: 6

SSD: ECON-06/A (ex SECS-P/07)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the content, target users, and preparation process of both the individual and consolidated financial statements. They will be able to assess the valuation of financial statement items and understand the relationships between civil, tax regulations, and both national and international accounting standards. Students will also be able to analyze the evolution, purpose, limitations, and tools of financial statement analysis, apply reclassification techniques for the income statement and balance sheet, and conduct margin and ratio analysis (solvency, liquidity, profitability). Additionally, they will interpret the financial dynamics of a company through the Cash Flow Statement.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.



Notes: none

Name: Monetary Economics

ECTS Credits: 6

SSD: ECON-01/A (ex SECS-P/01)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to analyze the role of money and monetary policy, as well as the markets for monetary base, deposits, and credit. They will understand the strategies and operational procedures of monetary policy and the reasons behind the demand for liquid assets. Students will also grasp how financial markets and monetary decisions influence prices and employment, comprehend the effects of credit rationing, and evaluate the main economic theories underpinning monetary economics. They will study recent financial crises, the role of trust in the economic system, and explore the productive, social, and macroeconomic dimensions of competitiveness, including issues related to ethics and social systems.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none



Name: Financial Market Law

ECTS Credits: 6

SSD: GIUR-03/A (ex IUS/05)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the instruments for funding through securities, the history of banking and financial market legislation, the functioning of non-bank financial intermediaries, the insolvency procedures for banks (special administration and compulsory administrative liquidation), and the powers of supervisory authorities. They will be able to apply this knowledge to analyze the activities of investment firms and financial instruments. Additionally, students will develop communication skills, independent judgment, and the ability to continue learning and applying the topics studied.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Labour Law in Public Administration

ECTS Credits: 6

SSD: GIUR-04/A (ex IUS/07)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the legal framework governing public sector employment and the legislative evolution from the traditional public law model to the so-called “privatization” of public employment. The course also aims to enhance students' learning abilities and communication skills, fostering independent judgment and a critical, interdisciplinary perspective applicable across various subject areas.

Prerequisites: Private Law

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none



Name: Trade Union Law

ECTS Credits: 6

SSD: GIUR-04/A (ex IUS/07)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to identify the main legal sources governing Trade Union Law and understand its general principles and core institutions, such as collective bargaining, the right to strike, and trade union prerogatives.

They will be able to apply their knowledge to reconstruct the legal framework and resolve practical cases concerning trade union rights, the scope of collective agreements, and the exercise of trade union freedoms.

Students will also develop transversal skills in legal interpretation and analysis, critical reasoning, and the use of appropriate legal terminology, applying a structured legal method to address issues in Trade Union Law.

Prerequisites: Private Law, Labour Law.

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Social Security Law

ECTS Credits: 6

SSD: GIUR-04/A (ex IUS/07)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to identify the main legal sources of Social Security Law, understand the general principles of the Italian welfare and social assistance system, and acquire



knowledge of the origin, evolution, structure, and functioning of both mandatory and supplementary social security systems. They will be able to apply theoretical knowledge to practical cases—such as contribution obligations, non-compliance issues, or work-related injuries—and interpret the legal framework in relation to the broader social and economic context. Students will also develop transversal skills in legal interpretation and qualification, normative and jurisprudential analysis, and will be able to apply a legal method to resolve social security issues using precise technical-legal terminology.

Prerequisites: Private Law, Labour Law.

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

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Name: Sociology of Labour

ECTS Credits: 6

SSD: GSPS-08/A (ex SPS/09)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to understand the transition from industrial to post-industrial society by analyzing organizational models and related social and structural changes. They will be able to interpret work dynamics through major organizational theories, recognize the role of leadership in different organizational models, and understand the evolution of the labour market and flexible work arrangements in contemporary society.

Prerequisites: none.

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

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Name: Management of Sports Companies and Facilities

ECTS Credits: 6

SSD: ECON-06/A (ex SECS-P/07)

Modules: Unimodular

Learning outcomes: By the end of the course, students will understand the legal and managerial framework governing amateur and professional sports associations and companies, as well as sports facilities, within both national and international institutional contexts. They will be able to critically analyze legal provisions, apply them to real cases, and develop independent judgment by integrating theoretical models with regulatory tools. Students will also acquire cross-disciplinary skills related to other branches of law and will be able to express themselves clearly using appropriate legal and technical language. Learning ability will be reinforced through self-assessment tests, participation in virtual classroom activities, and the final examination.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Economics and Management of Sports Businesses

ECTS Credits: 6

SSD: ECON-07/A (ex SECS-P/08)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to understand the fundamental elements of national and international sports law systems, the relationships among their actors, and the tools for managing sports organizations in compliance with both sports and state regulations, with a focus on sustainability principles. They will develop critical analysis skills regarding current practices, understand regulatory developments, and address relevant contemporary issues. Additionally, they will be able to plan sports events with economic, social, athletic, and environmental sustainability in mind, using appropriate legal and technical terminology.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none



Name: Sports Law

ECTS Credits: 6

SSD: GIUR-05/A (ex IUS/09)

Modules: Unimodular

Learning outcomes: The course aims to provide students with fundamental knowledge of Sports Law, with a focus on the principles and features of the sports legal system, the national and international entities operating within it, and the relationship between sports law and state law. Key topics include the sports justice system, sports-related contracts, civil and criminal liability in sports, employment law in sports, and national and international anti-doping regulations. Students will progressively develop a deeper understanding of the subject, enabling them to exercise independent judgment, address practical legal cases in the field of Sports Law, and autonomously explore and refine specific legal issues.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Organization and communication of sporting events



ECTS Credits: 6

SSD: GSPS-06/A (ex SPS/08)

Modules: Unimodular

Learning outcomes: By the end of the course, students will be able to understand the definition of a sports event, classify its types based on macro-clusters, and identify the appropriate management model. They will analyze the key phases of planning and delivering a sports event, understand the role of stakeholders, and recognize the strategic value of events as powerful communication and marketing tools. Students will develop the ability to navigate the landscape of sports and entertainment events, manage stakeholders' interests, and apply independent judgment in evaluating and contextualizing each initiative. Special emphasis will be placed on continuous learning and the ability to observe and interpret real-world events and initiatives critically and thoughtfully.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Assets, Contracts, and Transfer of Rights

ECTS Credits: 6

SSD: GIUR-01/A (ex IUS/01)

Modules: Unimodular

Learning outcomes: By the end of the course, students will have acquired knowledge and understanding of the legal framework concerning property, real rights, negotiable instruments, general contract law, typical contracts, and new forms of contracts. They will be able to apply theoretical knowledge to address core legal issues critically and systematically, identify relevant legal provisions for specific cases, consult the Civil Code and related legislation, interpret judicial decisions, and draft basic typical and atypical contracts. Students will develop independent judgment in evaluating the rationale and structure of legal norms and will be able to communicate their understanding using accurate legal terminology and logical, coherent argumentation.

Prerequisites: Private Law

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none



Name: Public Controls on Corporate Crises

ECTS Credits: 6

SSD: GIUR-03/A (ex IUS/05)

Modules: Unimodular

Learning outcomes: The course is aimed at providing a systematic overview of administrative insolvency procedures, characterized by public intervention in crisis situations. It seeks to equip students with an adequate level of knowledge regarding the logical structure, regulatory content, and teleological profile of the institutions that constitute its subject matter.

Prerequisites: Bankruptcy Law

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Economics and Management of Tourism

ECTS Credits: 6

SSD: ECON07 (ex SECS/P08)

Modules: Unimodular

Learning outcomes: The course addresses the theme of business management in tourism systems; after introducing the basic knowledge of business management, starting from the characteristics of enterprises to identifying ways to create value, the course aims to provide tools for contextual analysis. Therefore, the course includes references to business management theory and service marketing, specifically focusing on the tourism sector, particularly incoming tourism. Students will be able to analyze and interpret competitive scenarios in the tourism field at national and global levels.

Prerequisites: None

Language: Italian



Assessment methods: The exam consists in a written and/or oral test.

Notes: None.

Name: Innovation Strategy, Management, and Development

ECTS Credits: 6

SSD: ECON-06/A (ex SECS-P/07)

Modules: Unimodular

Learning outcomes: The course examines major failures in the face of the digital revolution: the failure of liberal democracy, of traditional thinking and intuition, of business, and of the educational system. In this context, the course also offers new paradigms for interpreting the transformations of the 4.0 world—across political, social, economic, labor, organizational, and educational dimensions—while analyzing where and how people can remain competitive against machines. It encourages critical questioning and proposes possible pathways to effectively govern change.

Prerequisites: none

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

Name: Public Controls on Corporate Crises

ECTS Credits: 6

SSD: GIUR-03/A (ex IUS/05)

Modules: Unimodular



Learning outcomes: The course is aimed at providing a systematic overview of administrative insolvency procedures, characterized by public intervention in crisis situations. It seeks to equip students with an adequate level of knowledge regarding the logical structure, regulatory content, and teleological profile of the institutions that constitute its subject matter.

Prerequisites: Bankruptcy Law

Language: Italian

Assessment methods: The exam consists in a written and/or oral test.

Notes: none

**APPENDIX 2 – CURRICULUM****Name:** Business Economics and Management**Admission Requirements:**

Type	Area	SSD	ECTS
Basic activities	Economic Disciplines	SECS-P/01, SECS-P/02, SECS-P/12	12
	Business Disciplines	SECS-P/07, SEC-P/08, SEC-P/11	12
	Statistical and Mathematical Disciplines	SECS-S/01, SECS-S/03, SECS-S/06	6
	Legal Disciplines	IUS/01, IUS/04, IUS/09,	6
Core activities	Economic Disciplines	SECS-P/01, SECS-P/02, SECS-P/03, SECS-P/04, SECS-P/06	12
	Business Disciplines	AGR/01, SEC-P/07, SEC-P/08, SEC-P/09, SEC-P/10, SECS-P/11, SEC-P/13	42
	Quantitative Disciplines	MAT/09, SECS-S/01, SECS-S/03, SECS-S/06	18
	Legal Disciplines	IUS/01, IUS/04, IUS/05, IUS/06, IUS/07, IUS/09, IUS/12, IUS/14	18
Related or Supplementary activities		SECS-P/06, SECS-P/07, SECS-P/08, SECS-P/11, IUS/05, IUS/07, SECS-S/04, IUS/10	18
Other activities	Electives		12
	For the final examination and foreign language	For the final examination	6
		For the knowledge of at least one foreign language	6
	Additional activities	IT and telematics skills	6
		Additional language skills	-
		Training internships, guidance and placement	6
Other activities useful for entry into the world of work		-	
Total			180



Year	Name	Type	Area	SSD	ECTS
First	Political Economy	A	Economic Disciplines	(ex SECS-P/01)	12
	Private Law	A	Legal Disciplines	(ex IUS/01)	6
	Business Administration	A	Business Disciplines	(ex SECS-P/07)	6
	General Mathematics	A	Statistical and Mathematical Disciplines	(ex SECS-S/06)	6
	Business Quantitative Methods and Valuation	B	Business Disciplines	(ex SECS-P/07)	12
	Statistics	B	Quantitative Disciplines	(ex SECS-S/01)	12
	IT Skills	F	IT and Telematics		6
Second	Commercial Law	B	Legal Disciplines	(ex IUS/04)	12
	Tax Law	B	Legal Disciplines	(ex IUS/12)	6
	Economics and Management of Firms	A	Business Disciplines	(ex SECS-P/08)	6
	Financial Mathematics	B	Quantitative Disciplines	(ex SECS-S/06)	6
	Business Organization	B	Business Disciplines	(ex SECS-P/10)	12
	Economic Policy	B	Economic Disciplines	(ex SECS-P/02)	12
	Language Proficiency: English	E			6
Third	Corporate Finance	B	Business Disciplines	(ex SECS-P/09)	12
	Strategy, Management and Innovation Development	B	Business Disciplines	(ex SECS-P/07)	6
	Related / Supplementary Activities	C	18 ECTS chosen from Group 1		18
	Electives	D	Electives		12
	Training and Orientation Internship	F	Additional educational activities		6
	Final Examination	E	Final Examination		6



Group 1 (18 credits to choose from):

Marketing - 6 credits, (formerly SECS-P/08) Startup Strategy - 6 credits, (formerly SECS-P/08)
Industrial Economics and Policy - 6 credits, (formerly SECS-P/06) Corporate Strategy and
Policy - 6 credits, (formerly SECS-P/07) Financial Intermediary Economics - 6 credits,
(formerly SECS-P/11) Banking Law - 6 credits, (formerly IUS/05)
Administrative Law - 12 credits, (formerly IUS/10) Labor Law - 12 credits, (formerly IUS/07)
Statistics and Demography - 12 credits, SECS-S/04

**Name:** Administration and Finance**Entry Requirements:** None

Type	Area	SSD	ECTS
Basic activities	Economic Disciplines	SECS-P/01, SECS-P/02, SECS-P/12	12
	Business Disciplines	SECS-P/07, SEC-P/08, SEC-P/11	12
	Statistics and Mathematics	SECS-S/01, SECS-S/03, SECS-S/06	6
	Legal Disciplines	IUS/01, IUS/04, IUS/09,	6
Characterizing Activities	Economic Disciplines	SECS-P/01, SECS-P/02, SECS-P/03, SECS-P/04, SECS-P/06	12
	Business Disciplines	AGR/01, SEC-P/07, SEC-P/08, SEC-P/09, SEC-P/10, SECS-P/11, SEC-P/13	42
	Quantitative Disciplines	MAT/09, SECS-S/01, SECS-S/03, SECS-S/06	18
	Legal Disciplines	IUS/01, IUS/04, IUS/05, IUS/06, IUS/07, IUS/09, IUS/12, IUS/14	18
Related or Supplementary activities		SECS-P/01, SECS-P/07, SECS-P/11, IUS/05,	18
Other activities	A scelta dello studente		12
	Per la prova finale e la lingua straniera	Per la prova finale	6
		Per la conoscenza di almeno una lingua straniera	6
	Ulteriori attività formative	Abilità informatiche e telematiche	6
		Ulteriori conoscenze linguistiche	-
		Tirocini formativi e di orientamento	6
		Altre attività utili per l'inserimento nel mondo del lavoro	-
Total			180



Year	Name	Type	Area	SSD	ECTS
First	Economia Politica	A	Discipline Economiche	(ex SECS-P/01)	12
	Diritto Privato	A	Discipline Giuridiche	(ex IUS/01)	6
	Economia Aziendale	A	Discipline Aziendali	(ex SECS-P/07)	6
	Matematica Generale	A	Discipline Statistiche e Matematiche	(ex SECS-S/06)	6
	Metodologie e Determinazioni Quantitative D'azienda	B	Discipline Aziendali	(ex SECS-P/07)	12
	Statistica	B	Discipline Quantitative	(ex SECS-S/01)	12
	Abilità informatiche	F	Informatiche e telematiche		6
Second	Diritto Commerciale	B	Discipline Giuridiche	(ex IUS/04)	12
	Diritto Tributario	B	Discipline Giuridiche	(ex IUS/12)	6
	Economia e Gestione delle Imprese	A	Discipline Aziendali	(ex SECS-P/08)	6
	Matematica Finanziaria	B	Discipline Quantitative	(ex SECS-S/06)	6
	Organizzazione Aziendale	B	Discipline Aziendali	(ex SECS-P/10)	12
	Politica Economica	B	Discipline Economiche	(ex SECS-P/02)	12
	Idoneità Linguistica: Inglese	E			6
Third	Finanza Aziendale	B	Discipline Aziendali	(ex SECS-P/09)	12
	Attività caratterizzanti	B	Discipline Aziendali	6 CFU a scelta nella Rosa 1	6
	Attività affini-integrative	C	18 CFU a scelta nella Rosa 2		18
	Scelta libera	D	A scelta dello studente		12
	Tirocinio formativo e di orientamento	F	Ulteriori attività formative		6
	Prova finale	E	Prova finale		6



Group 1 (6 credits to be chosen from):

Strategy, Management, and Development of Innovation - 6 credits (formerly SECS-P/07)

Financial Statements and Corporate Certifications - 6 credits (formerly SECS-P/07)

Financial Analysis of Balance Sheets - 6 credits (formerly SECS-P/07)

Group 2 (18 credits to be chosen from):

Administrative Law - 12 credits (formerly IUS/10) Banking Law - 6 credits (formerly IUS/05)

Monetary Economics - 6 credits (formerly SECS-P/01)

Financial Market Law - 6 credits (formerly IUS/05)

Economics of Financial Intermediaries - 6 credits (formerly SECS-P/11) Corporate Strategy and Policy - 6 credits (formerly SECS-P/07)

Public Economic Law – 6 credits (formerly IUS/05)



Nome: Name: Human Resources Management and Employment Consulting

Entry Requirements: None

Type	Area	SSD	ECTS
Basic activities	Economic Disciplines	SECS-P/01, SECS-P/02, SECS-P/12	12
	Business Disciplines	SECS-P/07, SEC-P/08, SEC-P/11	12
	Statistics and Mathematics	SECS-S/01, SECS-S/03, SECS-S/06	6
	Legal Disciplines	IUS/01, IUS/04, IUS/09,	6
Characterizing Activities	Economic Disciplines	SECS-P/01, SECS-P/02, SECS-P/03, SECS-P/04, SECS-P/06	12
	Business Disciplines	AGR/01, SEC-P/07, SEC-P/08, SEC-P/09, SEC-P/10, SECS-P/11, SEC-P/13	42
	Quantitative Disciplines	MAT/09, SECS-S/01, SECS-S/03, SECS-S/06	18
	Legal Disciplines	IUS/01, IUS/04, IUS/05, IUS/06, IUS/07, IUS/09, IUS/12, IUS/14	18
Related or Supplementary activities		IUS/07, SPS/09	18
Other activities	Electives		12
	For the final exam and foreign language	For the final exam	6
		For knowledge of at least one foreign language	6
	Additional training activities	Abilità informatiche e telematiche	6
		Computer and telecommunications skills	-
		Training and orientation internships	6
		Other useful activities for entering the world of work	-
Total			180



Year	Name	Type	Area	SSD	ECTS
First	Economia Politica	A	Discipline Economiche	(ex SECS-P/01)	12
	Diritto Privato	A	Discipline Giuridiche	(ex IUS/01)	6
	Economia Aziendale	A	Discipline Aziendali	(ex SECS-P/07)	6
	Matematica Generale	A	Discipline Statistiche e Matematiche	(ex SECS-S/06)	6
	Metodologie e Determinazioni Quantitative D'azienda	B	Discipline Aziendali	(ex SECS-P/07)	12
	Statistica	B	Discipline Quantitative	(ex SECS-S/01)	12
	Abilità informatiche	F	Informatiche e telematiche		6
Second	Diritto Commerciale	B	Discipline Giuridiche	(ex IUS/04)	12
	Diritto Tributario	B	Discipline Giuridiche	(ex IUS/12)	6
	Economia e Gestione delle Imprese	A	Discipline Aziendali	(ex SECS-P/08)	6
	Matematica Finanziaria	B	Discipline Quantitative	(ex SECS-S/06)	6
	Organizzazione Aziendale	B	Discipline Aziendali	(ex SECS-P/10)	12
	Politica Economica	B	Discipline Economiche	(ex SECS-P/02)	12
	Idoneità Linguistica: Inglese	E			6
Third	Finanza Aziendale	B	Discipline Aziendali	(ex SECS-P/09)	12
	Diritto del lavoro	C		(ex IUS/07)	12
	Attività caratterizzanti	B	Discipline Aziendali	1 insegnamento a scelta nella Rosa 1	6
	Attività affini-integrative	C		1 insegnamento a scelta nella Rosa 2	6
	Scelta libera	D	A scelta dello studente		12
	Tirocinio formativo e di orientamento	F	Ulteriori attività formative		6
	Prova finale	E	Prova finale		6



Group 1 (6 credits to be chosen from the following):

Innovation Strategy, Management, and Development - 6 credits (formerly SECS-P/07) Corporate Financial Statements and Certifications - 6 credits (formerly SECS-P/07)
Financial Analysis of Balance Sheets - 6 credits (formerly SECS-P/07)

Group 2 (6 credits to be chosen from the following):

Labor Law in Public Administration – 6 credits (formerly IUS/07) Trade Union Law – 6 credits (formerly IUS/07)
Social Security Legislation – 6 credits (formerly IUS/07) Sociology of Work – 6 credits (formerly SPS/09)



Nome: Management dello Sport e degli Eventi Sportivi

Requisiti di accesso: Nessuno

Type	Area	SSD	ECTS
Basic activities	Economic Disciplines	SECS-P/01, SECS-P/02, SECS-P/12	12
	Business Disciplines	SECS-P/07, SEC-P/08, SEC-P/11	12
	Discipline Statistiche e Matematiche	SECS-S/01, SECS-S/03, SECS-S/06	6
	Discipline Giuridiche	IUS/01, IUS/04, IUS/09,	6
Characterizing Activities	Economic Disciplines	SECS-P/01, SECS-P/02, SECS-P/03, SECS-P/04, SECS-P/06	12
	Business Disciplines	AGR/01, SEC-P/07, SEC-P/08, SEC-P/09, SEC-P/10, SECS-P/11, SEC-P/13	42
	Discipline Quantitative	MAT/09, SECS-S/01, SECS-S/03, SECS-S/06	18
	Discipline Giuridiche	IUS/01, IUS/04, IUS/05, IUS/06, IUS/07, IUS/09, IUS/12, IUS/14	18
Related or Supplementary activities		SECS-P/08, SPS/08, IUS/01, IUS/07, IUS/09, IUS/10	18
Other activities	A scelta dello studente		12
	Per la prova finale e la lingua straniera	Per la prova finale	6
		Per la conoscenza di almeno una lingua straniera	6
	Ulteriori attività formative	Abilità informatiche e telematiche	6
		Ulteriori conoscenze linguistiche	-
		Tirocini formativi e di orientamento	6
Altre attività utili per l'inserimento nel mondo del lavoro		-	
Totale			180



Anno	Nome	Tip.	Ambito	SSD	CFU
Primo	Economia Politica	A	Discipline Economiche	(ex SECS-P/01)	12
	Diritto Privato	A	Discipline Giuridiche	(ex IUS/01)	6
	Economia Aziendale	A	Discipline Aziendali	(ex SECS-P/07)	6
	Matematica Generale	A	Discipline Statistiche e Matematiche	(ex SECS-S/06)	6
	Metodologie e Determinazioni Quantitative D'azienda	B	Discipline Aziendali	(ex SECS-P/07)	12
	Statistica	B	Discipline Quantitative	(ex SECS-S/01)	12
	Abilità informatiche	F	Informatiche e telematiche		6
Secondo	Diritto Commerciale	B	Discipline Giuridiche	(ex IUS/04)	12
	Diritto Tributario	B	Discipline Giuridiche	(ex IUS/12)	6
	Economia e Gestione delle Imprese	A	Discipline Aziendali	(ex SECS-P/08)	6
	Matematica Finanziaria	B	Discipline Quantitative	(ex SECS-S/06)	6
	Organizzazione Aziendale	B	Discipline Aziendali	(ex SECS-P/10)	12
	Politica Economica	B	Discipline Economiche	(ex SECS-P/02)	12
	Idoneità Linguistica: Inglese	E			6
Terzo	Management delle Società e degli Impianti Sportivi	B	Discipline Aziendali	(ex SECS-P/07)	6
	Attività caratterizzanti	B	Discipline Aziendali	12 CFU a scelta nella Rosa 1	12
	Attività affini-integrative	C		18 CFU a scelta nella Rosa 2	18
	Scelta libera	D	A scelta dello studente		12
	Tirocinio formativo e di orientamento	F	Ulteriori attività formative		6
	Prova finale	E	Prova finale		6



Group 1 (12 credits to be chosen from the following list):

Strategy, Management, and Development of Innovation - 6 credits (formerly SECS-P/07) Corporate Finance - 12 credits (formerly SECS-P/09)

Economics and Management of Sports Businesses - 6 credits (formerly SECS-P/08)

Group 2 (18 credits to be chosen from the following list):

Marketing - 6 credits (formerly SECS-P/08) Sports Law - 6 credits (formerly IUS/09)

Organization and Communication of Sports Events - 6 credits (formerly SPS/08) Goods, Contracts, and Circulation of Rights - 6 credits (formerly IUS/01)

Labor Law - 12 credits (formerly IUS/07) Administrative Law - 12 credits (formerly IUS/10)



APPENDIX 3 – ORIENTATION

The L 18 program does not offer orientation within the various curricula.



ANNEX 4 – ELECTIVES (TAF D)

Courses offered by this programme:

Marketing – 6 ECTS, (ex SECS-P/08)
Startup Strategy – 6 ECTS, (ex SECS-P/08)
Industrial Economics and Policy – 6 ECTS, (ex SECS-P/06)
Business Strategy and Policy – 6 ECTS, (ex SECS-P/07)
Economics of Financial Intermediaries – 6 ECTS, (ex SECS-P/11)
Banking Law – 6 ECTS, (ex IUS/05)

Administrative Law – 12 ECTS, (ex IUS/10)
Labour Law – 12 ECTS, (ex IUS/07)
Statistics and Demography – 12 ECTS, SECS-S/04

Strategy, Management and Innovation Development – 6 ECTS, (ex SECS-P/07)
Corporate Accounting and Certifications – 6 ECTS, (ex SECS-P/07)
Financial Statement Analysis – 6 ECTS, (ex SECS-P/07)
Monetary Economics – 6 ECTS, (ex SECS-P/01)

Financial Market Law – 6 ECTS, (ex IUS/05)
Public Economic Law – 6 ECTS, (ex IUS/05)
Labour Law in Public Administration – 6 ECTS, (ex IUS/07)
Trade Union Law – 6 ECTS, (ex IUS/07)
Social Security Legislation – 6 ECTS, (ex IUS/07)
Sociology of Work – 6 ECTS, (ex SPS/09)

Corporate Finance – 12 ECTS, (ex SECS-P/09)
Economics and Management of Sports Enterprises – 6 ECTS, (ex SECS-P/08)
Sports Law – 6 ECTS, (ex IUS/09)
Organization and Communication of Sports Events – 6 ECTS, (ex SPS/08)
Assets, Contracts and Transfer of Rights – 6 ECTS, (ex IUS/01)
Public Oversight of Corporate Crises – 6 ECTS, (ex IUS/05)

Courses offered by the Degree Programme in Motor and Sport Sciences:

Tourism Economics and Management – 6 ECTS, ECON07 (ex SECS-P/08)