

**University of Trento
Department of Economics and Management**

ECONOMICS AND MANAGEMENT

GRADUATE PROGRAMS
(lauree magistrali)

www.em.unitn.it



**UNIVERSITY
OF TRENTO - Italy**

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Department of Economics and Management

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THE DIRECTOR'S WELCOME

If you are considering applying for a graduate program in Management or Economics, I would encourage you to look at our ambitious and challenging Master's courses. I believe they will fulfill your aims and provide you with the education and practical experiences you need in order to be competitive in the global job market.

The quality of our research and teaching activities is widely recognized. Our global connections with top Business Schools and enterprises around the world foster a stimulating learning environment here in Trento. Consistently, we rank among the top Italian Schools and the University of Trento has recently been ranked as the best Italian University in the Times Higher Education (THE) international ranking.

However, needless to say, we steadily want to improve. We recognize that when setting our goals, our students are our most important asset. That is why we place great importance on worldwide student recruitment. Selection is tough in Trento: we are a small University and we can only accept a limited number of students each year. This, in turn, allows our students to get a tailored education and have direct contact with all the protagonists in our stimulating community - academic staff, companies and other staff.

In our small classes, students themselves are a wealth of knowledge for each other. During their two-year experience they build strong relationships and lasting friendships with their peers. You will benefit from our global network: it is amazing to see our Alumni meeting up again, sometimes in very different parts of the world, long after they have obtained their Master's.

Whether you are a prospective student, a business professional willing to expand your business insights and skills, or a visitor eager to explore the graduate programs organized in Trento, we welcome your interest and look forward to establishing contact with you.

Professor Geremia Gios
Director
Department of Economics and Management
Trento - Italy



Graduate programs (*lauree magistrali*) at the Faculty of Economics

MIM – Master's in International Management

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MAIN – Master's in Innovation Management

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MEC – Master's in Economics

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EMBS – European Master's in Business Studies

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Business Labs in Trento

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Trento Placement Service

see page 28



Thuy Huynh, Vietnam

Trento Alumni

Market Research Associate at Piaggio, India

"The importance is not where you come from but where you are going". With the most enthusiastic and efficient support, Trento offers a professional international environment, where students from different countries and academic backgrounds mix together. My experience in Trento turned out very useful for my future career".



MIM

Master's in International Management (*laurea magistrale*)

www.mim.unitn.it

MIM is a two-year full-time Master's program (*laurea magistrale*) that equips home and international students with refined theoretical and applied knowledge, practical experiences and personal skills. Specifically, it provides sound knowledge in management with solid foundations in economics and law, together with a quantitative orientation and the exposure to a mix of world-wide cultures.

Aimed at graduates and young professionals from all backgrounds, the program is specifically designed to provide an in-depth understanding of the needs and trends of the European, as well as the Asian and American, marketplaces. The multi-cultural environment, based on the long-term international relationships which globally connect the University of Trento, fosters a stimulating learning process.

MIM is completely taught in English and it is based on a varied teaching methodology (traditional lessons, case studies and an internship). Start-Up labs and the "Contamination Lab" expand the students' entrepreneurial spirit further and stimulate the creation of new businesses on campus.



Program overview

Degree awarded	Master of Science ('laurea magistrale') in International Management (120 ECTS)
Intake	Late August each year
Duration	2 years full-time
Language	English
Class size	Up to 30 students
Main deadline	March each year (check www.mim.unitn.it for updates)
Extended deadline (EU only)	July each year (check www.mim.unitn.it for updates)
Minimum requirements	Bachelor's degree, English language certificate (TOEFL, IELTS or similar)
Selection criteria	GMAT, English language test, CV, motivation letter, references
The "University Guild Scholarship"	Partial or total exemption from the fees, grant for living costs, housing at reduced prices Eligibility criteria: Application score (based on online application), student's financial situation
Accommodation	In the University halls of residence for selected students
Further information	www.mim.unitn.it
Contacts	mim@unitn.it (Roberto Napoli)



REQUIREMENTS FOR APPLICATION

Admission to MIM is selective and there is intense competition for student places. In order to be considered for admission to the MIM program, a Bachelor's degree from a recognized University is required, as well as certified English knowledge (e.g. TOEFL, IELTS or similar).

The GMAT score is important, as selection is based on test scores as well as on motivation and proven skills. A curriculum vitae, two letters of reference and a letter of motivation are required.

MIM COURSES

Teaching methodology

MIM is based on a mixture of teaching methods, which is believed to be the best balance in order to combine a thorough understanding of theoretical issues with the ability to apply them in real-life situations. Students are often divided into discussion groups where they are confronted with different business scenarios and asked to solve problems in an effective way. This approach fosters fruitful cooperative learning. Students get used to time-pressure situations, and, by means of factual learning and a stimulating internship experience, they are provided with a solid platform in order to make the best possible decision.

Intensive crash courses are organized at the beginning of the program as preparatory classes since MIM students often have different study backgrounds. These courses help students to start the program with greater confidence and understanding.

Business labs (e.g. Start-Up Lab, Contamination Lab) are a great opportunity to strengthen students entrepreneurial spirit.

First year

- Crash courses in Economics, International Business, Statistics, International Institutions
- International Accounting
- International Trade and Competitiveness
- Quantitative Methods
- International Competition Law
- Organizational Behavior
- Financial Markets and Economic Activity
- International Institutions
- Internship

Second year

- International Marketing
- International Corporate Strategy
- International Corporate Finance
- International Contracts Law
- International Entrepreneurship
- Electives and Labs
- Master Thesis

Business Labs

- Doing Business in BRICs
- MIM Business Challenge
- Start-Up Lab
- Contamination Lab

TOTAL COMPLETE PROGRAM 120 ECTS



Nathaniel Washington III, USA
MIM Alumni

"MIM met and even surpassed my expectations! The School offers wonderful teachers and the students are also a wealth of knowledge: we learned a lot from each other".



Luca Mirabella
MIM Alumni
Junior Resource in a Private Equity Start-up London (UK)

MIM has significantly contributed in enhancing my set of analytical skills and communication competences. With its intense focus on group working and cooperative thinking, coupled with a bleeding-edge teaching methodology, MIM has certainly provided me with the right tools to be successful in the professional world.

CAREER OPPORTUNITIES

International companies, consultant agencies, SME

MIM graduates are highly attractive to small and medium-sized enterprises with high growth potential, as well as to consultant agencies and international companies, and companies which aim at expanding their business abroad. MIM graduates typically pursue careers as general and operations managers, management analysts or management consultants, as well as in the fields of marketing, product development, project management.

Research centres, Government Agencies, NGO's

With their strong background in management and sound knowledge of international law and economics, MIM graduates can profitably apply their interdisciplinary knowledge in research centres, Government Agencies and NGO's.

Start-ups and New Businesses

MIM start-up labs provide the specific knowledge to run or improve an innovative business or to launch a start-up. In the dedicated "Business Labs", MIM students are tutored throughout the process from the generation of an idea to the launch of a successful business. International business competitions provide MIM students with the opportunity to interact and compete with peers at international level, at partner Universities and institutions (e.g. Virginia Tech, USA).

Recent MIM graduates have been placed as:

Key Account Manager (Procter&Gamble, Sofia, Bulgaria)

Business Analyst (McKinsey, Milan)

Coordinator in Asset Creation & Media team (Mazda, Leverkusen, Germany)

Market Research Associate (Piaggio India, Pune)

Brand Manager Assistant (Nestlé, Milan)



Federico Facchinelli (Trento, Italy)

MIM Alumni

MBA Candidate at HULT Business School, Shanghai

"As a graduate engineer, I decided to switch to management during my study-abroad experience at UCLA (USA), where I studied marketing and entrepreneurship. So I enrolled in Trento. That was my best choice! I was hired by Mazda (Germany) immediately after graduation, and that opened the way towards my current MBA"



Iliana Mancheva, Bulgaria

MIM Alumni

Key Account Manager @ Procter&Gamble, Sofia (Bulgaria)

"Trento's placement days, on-campus interviews with top European companies and dedicated coaching sessions helped me greatly to improve my skills and confidence. I had the chance to meet P&G in Trento: I was really inspired and understood that they were the company I wanted to work for!"

MIM – FACTS AND FIGURES

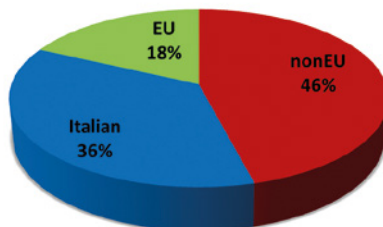
MIM was inaugurated in September 2008. The opening speech was given by Eric S. Maskin, 2007 Nobel Laureate in Economics.

MIM students come from a wide range of countries and have heterogeneous backgrounds. Each year 12 nationalities are represented in class on average.

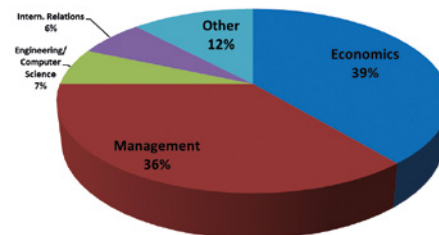
MIM Class Composition

	(Five-year average)
Class size	25
Average age	23
Female	60%
International Citizenship	64%
Nationalities in class	12

MIM Students Citizenship (2009-13)



MIM Students Background (2009-13)





MIM Inauguration Day: Prof. Eric S. Maskin (2007 Nobel Laureate in Economics) with the first batch of MIM students after the inaugural speech, September 2008



MAIN

Master's in Innovation Management (*laurea magistrale*)

A SERVICE SCIENCE PERSPECTIVE FOR BUSINESS AND GOVERNMENT

www.graduatemain.eu

MAIN is a two-year full-time Master's program (*laurea magistrale*) that equips home and international students with theoretical and applied knowledge of innovation management, practical experiences and personal skills. Specifically, it provides sound knowledge of the innovation processes across industries and an in-depth understanding of the innovative dynamics at the company level.

MAIN is jointly organized by the University of Trento and the Sant'Anna School of Advanced Studies of Pisa. Graduates and young professionals from different backgrounds are constantly exposed to a mix of world-wide cultures. They learn to think strategically in order to identify, manage and shape the innovative trajectory of the firm, with the aim of leading it to success in the competitive arena.

During the internship experience, students also gain the practical know-how to select the best innovative strategies for private and public institutions, with a strong focus on the service sector.

MAIN is completely taught in **English** and is based on a varied teaching methodology (traditional lessons and case studies). The first year (in Trento) is dedicated to the core courses, the second year takes place in Pisa and completes the curriculum with core as well as elective courses.

Start-up labs and marketing labs further expand the students entrepreneurial spirit and stimulates the creation of new businesses on campus.

Program overview

Degree awarded	Master of Science (<i>laurea magistrale</i>) in Innovation Management from the University of Trento and the Sant'Anna School of Advanced Studies of Pisa (joint degree) – 120 ECTS
Intake	Late August each year
Duration	2 years full-time
Language	English
Structure	First year in Trento, second year in Pisa
Class size	Up to 30 students
Main deadline	March each year (check www.graduatemain.eu for updates)
Extended deadline (EU only)	July each year (check www.graduatemain.eu for updates)
Minimum requirements	Bachelor's degree, English language certificate (TOEFL, IELTS or similar)
Selection criteria	GMAT, English test, CV, motivation letter, references
The "University Guild Scholarship"	Partial or total exemption from the fees, grant for living costs, housing at reduced prices Eligibility criteria: Application score (based on online application), student's financial situation
Accommodation	In the University halls of residence for selected students
Further information	www.graduatemain.eu
Contacts	main@unitn.it



**UNIVERSITY
OF TRENTO - Italy**

The University of Trento

The University of Trento, first in the national best university ranking, has focused on excellence since its inception in 1962 and it now enjoys a strong global reputation. It has 7 Faculties, 14 Research Departments, more than 500 academic staff members and 15,000 students. The University of Trento has been steadily ranked as the best Italian University by the Italian Ministry of Education and by the Times Higher Education (THE) international ranking (2013).



**Scuola Superiore
Sant'Anna**
di Studi Universitari e di Perfezionamento

The Sant'Anna School of Advanced Studies of Pisa

The Sant'Anna School of Advanced Studies is a special-statute university which operates in the field of applied sciences. The aims of the School are to promote the development of culture through scientific and technological research, to offer undergraduate-graduate and lifelong-education, and to assure continuous interaction between research and education. The three key points of the School's mission are excellence attained by the rigorous selection of students and of the teaching/research staff, an interdisciplinary as well as a cultural and methodological approach, and internationalisation promoted through connections with the best institutes and centres at a global level.

REQUIREMENTS FOR APPLICATION

Admission to MAIN is **selective** and there is intense competition for student places. In order to be considered for admission to the MAIN program, a Bachelor's degree from a recognized University is required, as well as certified English knowledge (e.g. TOEFL, IELTS or similar). The GMAT score is important, as selection is based on test scores, as well as on motivation and proven skills. A curriculum vitae, two letters of reference and a letter of motivation are required.

Teaching methodology

MAIN is based on a mixture of teaching methods, which is believed to be the best balance in order to combine a thorough understanding of theoretical issues with the ability to apply them in real-life situations. Both in Trento and in Pisa, students are often divided into discussion groups where they are confronted with different business scenarios and asked to solve problems in an effective way. This approach fosters a fruitful cooperative learning. Students get used to time-pressure situations, and, through factual learning and a stimulating internship experience, they are provided with a solid platform in order to make the best possible decision.

Intensive crash courses are organized at the beginning of the program as preparatory classes since MIM students often have different study backgrounds. These courses help students to start the program with greater confidence and understanding. Business labs (e.g. Start-Up Lab, Contamination Lab) are a great opportunity to strengthen students' entrepreneurial spirit.



Matteo Pegoretti
MAIN Alumni
Innovation developer, Trento RISE, Italy

"Developing innovation requires a deep understanding of innovation as a management problem, and the ability to apply your knowledge to real-life situations. The applied nature of the top-ranked MAIN program, along with the exposure to the newest IT challenges in an international class, gave me the skills to become an effective problem solver. And an innovator too!"



MAIN COURSES

First year (in Trento)

- Crash courses in Economics, International Business, Statistics, International Institutions
- Industrial and Innovation Analysis
- Strategy and Innovation Management
- Organizational Behavior
- Intellectual Property and Competition Law
- Information Technology and Information Systems
- Quantitative Models for Business Decision Making
- International Entrepreneurship
- Electives and Labs
- Internship

Business Labs in Trento

- Doing Business in BRICs
- MIM Business Challenge
- Start-Up Lab
- Contamination Lab

Second year (in Pisa)

- ICT: Business Intelligence and CRM
- Economics of Innovation
- Financial Metrics for Business and Services
- Open Innovation Modelling and R&D
- Laboratory
- International Marketing
- Sustainability Management and Reporting
- Master Thesis

TOTAL COMPLETE PROGRAM 120 ECTS



CAREER OPPORTUNITIES

International companies, consultant agencies, SME

MAIN graduates are highly attractive to small and medium-sized enterprises with high innovative potential, as well as to consultant agencies and international companies, and companies which aim at expanding their business abroad or strengthening their innovation strategies. Specifically, knowledge intensive businesses in the manufacturing or services sector are interesting target companies for MAIN graduates.

MAIN graduates typically pursue careers as general or product managers, management analysts or management consultants, as well as in the fields of marketing, product development, project management.

Research centres, Government Agencies, NGO's

With their strong background in management and sound knowledge of international law and economics, MAIN graduates can usefully apply their interdisciplinary knowledge in research centres, Government Agencies and NGO's.

Start-ups and New Businesses

The start-up labs in Trento provide the specific knowledge to run or improve an innovative business or launch a start-up. In the dedicated "Business Labs", MAIN students are tutored throughout the process, from the generation of an idea to the launch of a successful business. International business competitions provide MAIN students with the opportunity to interact and compete at international level at partner Universities and institutions (e.g. Virginia Tech, USA). Targeted Labs in Pisa equip MAIN students with the specific knowledge to implement product, process and organizational innovation in order to improve their own business or launch a start-up.



Recent MAIN graduates have been placed as:

- Innovation Developer (Trento RISE, core partner of EIT, European Institute for Innovation and Technology);
- Sales and Distribution, Area Client Manager (IBM, Milan);
- Account Manager (Good Morning India Media).



Tomasz Slowinski (Verona, Italy)

MAIN Alumni

Client Representative @ IBM Italia S.p.A.

"Working for IBM, one of the most innovative companies in the world, I realized that MAIN is the best place to understand the complexity of innovation from a management perspective. I could develop sound T-shaped capabilities during my Master, which now play a crucial role in performing my current duties well. This means I can really help other companies be more innovative in order to outperform the market"

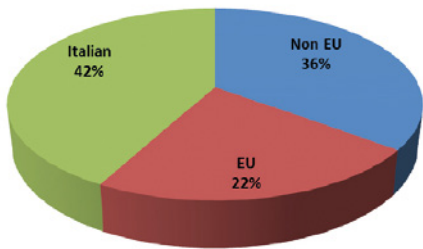
MAIN – FACTS AND FIGURES

MAIN students come from a wide range of countries and have heterogeneous backgrounds. Each year 8 nationalities are represented in class on average.

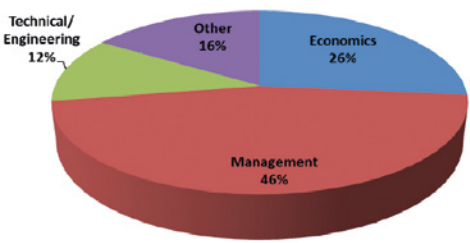
MAIN Class Composition

	(Four-year average)
Class size	20
Average age	23
Female	60%
International Citizenship	58%
Nationalities in class	8

MAIN Students Citizenship (2010-13)



MAIN Students Background (2010-13)





MEC

MEC MASTER'S IN ECONOMICS (*laurea magistrale*)

www.mec.unitn.it

MEC is a two-year full-time program that provides advanced training in theoretical and applied aspects of modern economics together with the technical skills to analyze economic and social data and events. Specifically, it equips home and international students with in-depth knowledge about the behavioral rationale behind economic interactions and the influence of institutions on human interactions. MEC also provides significant practical experience through a dynamic teaching methodology which involves case studies, group work and field projects. MEC students are trained to acquire effective strategic thinking which allows them to convert their theoretical knowledge in the field of applied and international economics into policy recommendations.

MEC is organized by the University of Trento (highest-ranked in Italy) and is aimed at graduates and young professionals from different backgrounds and nationalities. The multicultural environment, based on the long-term **international relationships** which globally connect the University of Trento, fosters a stimulating learning process.

Consistent with its strong international orientation, the University of Trento offers several opportunities for international mobility. In the framework of the Double Degree Trento-Jena, MEC students will have the possibility of studying one year in Trento and one year at the Friedrich Schiller University of Jena (Germany) and obtain a degree from both Universities (Trento and Jena).



Program overview

Degree awarded	Master of Science (<i>laurea magistrale</i>) in Economics – 120 ECTS Double Degree Trento-Jena for selected students
Intake	Late August each year
Duration	2 years full-time
Language	English
Class size	Up to 20 students
Main deadline	March each year (check www.mec.unitn.it for updates)
Extended deadline (EU only)	July each year (check www.mec.unitn.it for updates)
Minimum requirements	Bachelor's degree, English language certificate (TOEFL, IELTS or similar)
Selection criteria	GRE/GMAT, English test, CV, motivation letter, references
The “University Guild Scholarship”	Partial or total exemption from the fees, grant for living costs, housing at reduced prices Eligibility criteria: Application score (based on online application), student's financial situation
Accommodation	In the University halls of residence for selected students
Special opportunities	Double Degree with Jena (Germany)
Further information	www.mec.unitn.it
Contacts	mec@unitn.it

REQUIREMENTS FOR APPLICATION

Admission to MEC is **selective** and there is intense competition for student places. In order to be considered for admission to the MEC program, a Bachelor's degree from a recognized University is required, as well as certified English knowledge (e.g. TOEFL, IELTS or similar). The GRE (or GMAT) score is important, as selection is based on test scores as well as on motivation and proven skills. A curriculum vitae, two letters of reference and a letter of motivation are required.

MEC COURSES

Teaching methodology

The intensive program has two core areas – economics and business – and possibilities of learning by doing, e.g. case studies analyzed during classes, group work, and laboratories. Throughout the entire program, students are exposed to **direct learning** – through lessons, class activities, individual and group study – and to a stimulating international environment consisting of home and exchange students, **visiting professors** and a network of **international firms and institutions**.

Intensive courses are organized at the beginning of the program as preparatory classes since MEC students often have different study backgrounds. Intensive courses are designed to reinforce basic concepts in the fields of management, economics and law. These courses help students to start the program with greater confidence and understanding.

First year

- Microeconomics and Game Theory
- Macroeconomics and Economic Policy Analysis
- Advanced Data Analysis and Mathematical Models
- Economic and Business History
- Econometrics
- Industrial Organization
- Management and Business Decision
- Law and Economics

Second year

- Behavioral Economics
- Economics of Institutions
- International Economics
- Strategy and Innovation Management
- Decision Theory
- Computable Economics
- Labs and Elective courses
- Master Thesis

TOTAL COMPLETE PROGRAM 120 ECTS

CAREER OPPORTUNITIES

MEC graduates learn to evaluate problems from an economic perspective, to assess strategic issues within companies, public institutions and government bodies, to work in groups with a strong focus on the result and possible policy recommendations and strategies. All this makes them suitable for working for multinational corporations, banks or government institutions, as well as for research institutions and public administrations. Specifically, MEC graduates are skilled to manage the strategic governance of private firms, to work for private organizations or public institutions to evaluate policies at state and European community level, and to analyze and evaluate the economic aspects of international trade. In addition, the MEC program provides students with the necessary foundations in economics and econometrics to proceed to studying for a PhD.

MEC – FACTS AND FIGURES

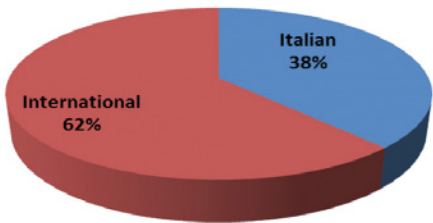
MEC students come from a wide range of countries and have heterogeneous backgrounds. Each year 8 nationalities are represented in class on average.

MEC Class Composition

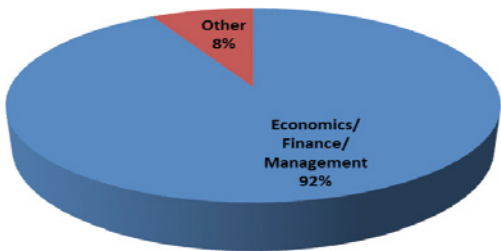
(Four-year average)

Class size	20
Average age	23
Female	45%
International Citizenship	62%
Nationalities in class	5

MEC Students Citizenship (2010-13)



MEC Students Background (2010-13)





EMBS

EMBS European Master's in Business Studies (laurea magistrale)

www.embs.eu

<http://embs.unitn.it>

Jointly run by the University of Savoie (France), the University of Trento (Italy), the University of Kassel (Germany) and the University of León (Spain), the European Master's in Business Studies (EMBS) is a two-year full-time joint Master's degree in Management, officially incorporated in the new European Bologna system of higher education.

EMBS equips European and Non-European students with effective business skills with a strong focus on fundamentals of Management and Sales & Marketing on a European scale.

Students will learn "on site" the multicultural differences by working in groups of different nationalities and by spending one semester in each University of the consortium.

- 1st semester: University of Trento (Italy)
- 2nd semester: University of Savoie (France)
- 3rd semester: University of Kassel (Germany)
- 4th semester: University of León (Spain)

Program overview

	<p>Joint degree</p> <p>The “European Master’s in Business Studies” joint degree awarded at the end of the program corresponds to the following four national degrees:</p> <ul style="list-style-type: none"> • Italy: Laurea Magistrale - CLASSE LM77 laurea magistrali in Scienze Economico-Aziendali; • France: Master en Droit Economie Gestion; • Germany: Master of Arts; • Spain: Master Universitario Europeo en Dirección de Empresas.
Degree awarded	
Intake	Mid September each year
Duration	2 years full-time
Language	English
Class size	Up to 30 students
Deadline	<p>Closing date for NON-EU applicants only: March each year (check the website for updates)</p> <p>Closing date for EU applicants only: May each year (check the website for updates)</p>
Minimum requirements	<ul style="list-style-type: none"> • Bachelor’s degree (at least amounting to 6 semesters and 180 ECTS) in Economics, Management or Business Studies or other study backgrounds with a focus on Economics & Management (minimum 50% of the examinations have to be taken in the Economics/Business field). • Final marks minimum: 95/110 in Italy, 13 in France, 2.5 in Germany, 6.5 in Spain or the equivalent in other countries. • Certified English knowledge (if English is not your native tongue) at B2 level of the Common European Framework of Reference for Languages (560 paper-based TOEFL, or 87 internet-based TOEFL, or equivalent test results). • Good command of the most common computer applications.
Selection criteria	Educational background, English level, other languages, CV, motivation letter, references, interview.
Scholarships and financing	<p>It is a condition of the students’ enrolment that they have sufficient financial resources to pay for their program of study. Students can only be partially supported through grants and scholarships offered by the Université de Savoie (France).</p> <ol style="list-style-type: none"> 1. LLP-Erasmus scholarship 2. Explora scholarships 3. Region Rhône-Alpes Study Grant
Accommodation	Students are assisted in finding accommodation
Further information	http://www.embs.eu and http://embs.unitn.it
Contacts	<p>University of Savoie: embs@univ-savoie.fr</p> <p>University of Trento: embs@unitn.it</p> <p>University of León: uleembs@unileon.es</p>



EMBS

REQUIREMENTS

In order to be considered for admission to the EMBS program, a Bachelor's degree (at least amounting to 6 semesters and 180 ECTS) in Economics, Management, Business Studies or other study backgrounds with a focus on Economics & Management (minimum 50% of the examinations have to be taken in the Economics/Business field) is required, as well as certified English knowledge (e.g. TOEFL, IELTS or similar). A curriculum vitae, 2 letters of reference and one letter of motivation are also required.

CAREER OPPORTUNITIES

EMBS graduates can work as general and operations **managers** (**product manager, marketing and sales manager, contract manager**, HRM manager, brand manager), management analysts or management **consultants**. Students following the EMBS also acquire the specific knowledge to run or increase **their own business** or launch a start-up. EMBS students are tutored by academic staff members during the internship experience, which often leads to employment following graduation.

Application information

For more details about formal requirements and the application procedure and forms to be used for the Call for Applications, please visit www.embs.eu. Further information is available from:

University of Savoie: embs@univ-savoie.fr

University of Trento: embs@unitn.it

University of León: ulembs@unileon.es

EMBS COURSES

	Semester 1 TRENTO (Italy)	Semester 2 ANNECY (France)	Semester 3 KASSEL (Germany)	Semester 4 LEON (Spain)
Foundation courses	ECTS credits			
European economy structure				5
European and international commercial law	6			
Organizational behaviour and human resources management	5			
Information system and ICT	5			
International accounting	5			
International management	5			
Global economic policy			5	
Corporate finance			2	
Financial markets				3
Marketing specialised courses	ECTS credits			
International marketing			5	
Statistics applied to International Marketing Research		10		
Supply Chain Management		5		
Distribution policies			5	
B2B Marketing and Business Negotiation		5		
Cross-cultural Communication		5		
Innovation and knowledge management				5
Customer behaviour		5		
Services Marketing			3	
Quality management				2
	Semester 1 TRENTO (Italy)	Semester 2 ANNECY (France)	Semester 3 KASSEL (Germany)	Semester 4 LEON (Spain)
Personal complementary assignments	ECTS credits			
Consultancy Project	4			
Final Master Thesis – Part One			10	
Final Master Thesis – Part Two				5
Internship/Placement 3 months – June to September at the end of S4				10
Total of credits per semester	30	30	30	30

TOTAL COMPLETE PROGRAM 120 ECTS

EMBS – FACTS AND FIGURES

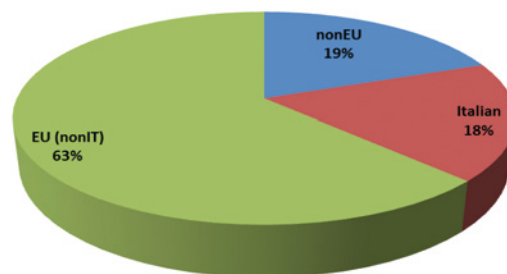
EMBS was inaugurated in September 2007. EMBS students come from a wide range of countries and have heterogeneous backgrounds. Each year 12 nationalities are represented in class on average.

EMBS Class Composition

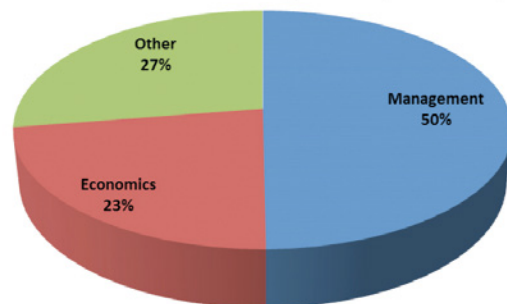
(Three-year average)

Class size	25
Average age	24
Female	67%
International Citizenship	82%
Nationalities in class	10

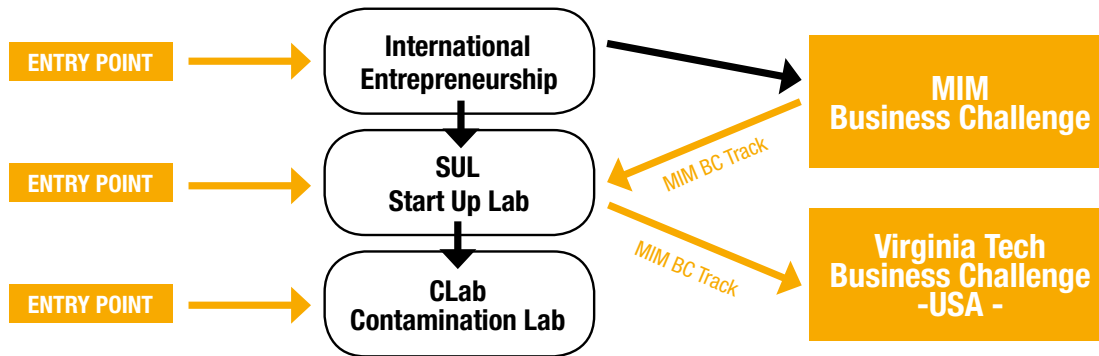
EMBS Students Citizenship (2011-13)



EMBS Students Background (2010-12)



BUSINESS LABS IN TRENTO



Business Labs in Trento

Business Labs are an integral part of the learning experience in the Department of Economics and Management in Trento because they give students the possibility of applying their knowledge in the real business world. The idea is to create “thought turbulence” by bringing together students of business, economics, engineering, computer science, cognitive science etc. in order to stimulate the cross-fertilization of minds. Together with the appropriate guidance from academic staff members and business people, the labs stimulate the entrepreneurial spirit of the students involved, which ideally turns into the creation of new businesses as well as the launching innovative start-ups.

Students have the chance to test their business ideas in the local competition, *The MIM Business Challenge*. The winners are then sponsored to participate in the prestigious *VT Business Challenge* at Virginia Tech, USA and, hence, they compete with their peers from all over the world.

- **International Entrepreneurship:** the introductory course to gain an entrepreneurial perspective about international multicultural business.
- **MIM Business Challenge:** the business ideas competition, or the first step to enter the competitive arena as a business person. The winners will have their ideas further challenged in the *VT Business Challenge* international business contest at Virginia Tech, USA.
- **Start-Up Lab:** the innovative learning environment focusing on creativity, idea generation and business idea optimization finalized at developing innovative products/services which can eventually turn into a start-up.
- **CLab Trento:** the idea incubator where students can explore and develop their ideas before presenting them to business people.
- **STEIN Lab:** focuses on business research on Strategy, Entrepreneurship and Innovation.



Creativity class at the CLab Trento.
"In the creative team games I was constantly stimulated to reinvent myself and challenge my beliefs. I discovered my hidden power – and had a lot of fun!"
(Catalin, MSc in Computer Science)



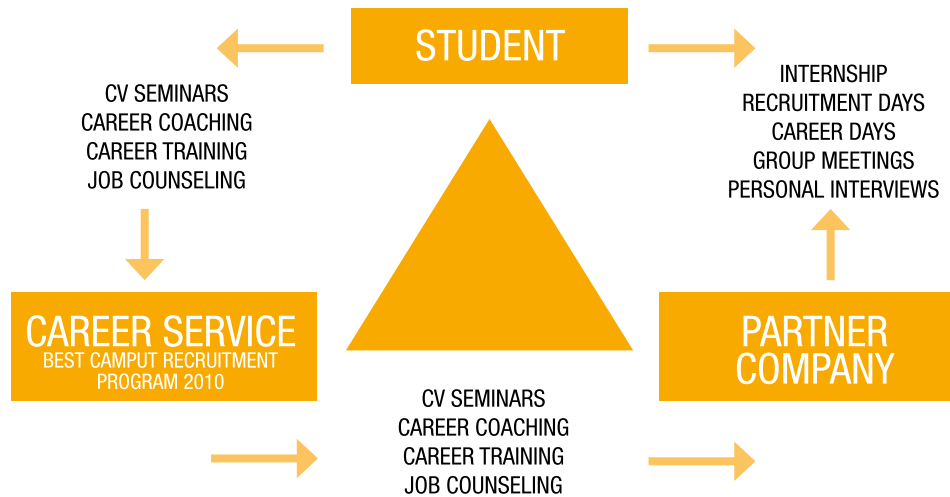
Gintare, Michele and Alice after winning the People's Award at the Virginia Tech Business Challenge 2013

"After winning the MIM Business Challenge in Trento, we had the tremendous opportunity to compete in the VT Business Challenge, where we both nurtured our entrepreneurial skills and experienced the USA. We got great mentorships from local companies, a warm welcome from our host family, new friends and connections from all over the world, hard work and lots of fun. No time to sleep in Virginia!"



The Trento team won the 2014 Virginia Tech Business Challenge

Pictured left to right: Dr. Roberto Napoli with the FeelSpace team (Leonardo, Galena, Alberto, and Julia) holding the 25.000\$ check. Their winning concept, developed in collaboration with the University of Osnabrück, provides a navigation device for blind people called "FeelSpace". It is a vibrating belt which points to a selected goal and vibrates to indicate the way.



TRENTO PLACEMENT SERVICE

CAREER DEVELOPMENT

Students at the University of Trento are tutored by academic staff members and other professionals during the Master's and in the internship experience. Professional coaches advise MIM students on their professional careers. The Placement Service of the University of Trento organizes on a regular basis seminars with companies, on-campus interviews with recruiters, career days, individual coaching sessions and placement days.



Trento Placement Day: one-to-one Career coaching sessions with the International Coaching Federation



The Trento Career Service recently launched the “Job Speed Dating” Day and won the Italian “Best Campus Recruitment Program” in 2010 and 2013, as well as the “Best Placement Program” in 2012



The Trento Career Service was awarded the “Golden BIP (Borsa Italiana per il Placement) 2010” for the best Campus Recruiting Program (organized with the FIAT Group)



Trento students with Prof. Doreswamy visiting IIMB during their internship at Toyota and Akzonobel in India

Companies recently involved in internships and placement activities are (among others):

Vodafone, Milan, Italy

Toyota

McKinsey

Berner Spa

Sony

Procter & Gamble, Sofia, Bulgaria

KPMG

PricewatershouseCoopers Spa

EiB - European Investment Bank

Unicredit

Luxottica spa

Ferrero International

BialettiIndustrie

Akzonobel India

L'Oreal

Pirelli

Unilever

Tenaris Group

Bosch

Borsaltaliana - London Stock Exchange Group

Deloitte Consulting spa

Fiat Group

Decathlon

Lidl



MIM, MAIN, MEC AND EMBS - FEES AND FINANCING

Tuition fees

The yearly tuition fee for MIM, MAIN, MEC and EMBS is approximately 3,000 euro for EU (European Union) students.

The yearly tuition fee for MIM and MAIN is 10,000 euro for non-EU students.

The yearly tuition fee for MEC is 6,000 euro for non-EU students.

Tuition fees can be reduced for top students after evaluation of their financial situation.

Scholarships and financing

All applicants (EU and non-EU) can apply for scholarships.

The University of Trento aims to bring management training to those people who excel in personal and professional aspects of their lives, even if they do not have the resources to access the program. Therefore, a number of scholarships (specifically, the University Guild Scholarships) are awarded each year to Trento students, covering the tuition fees as well as most of the living expenses.



WHY STUDY IN TRENTO

The City of Trento

The City of Trento, the provincial capital of the Trentino region, is a prominent cultural centre, and has been – and still is – a bridge between the Mediterranean and the northern Germanic culture for many centuries . The city is committed to the development of a flourishing economic and business environment . It hosts conferences, meetings, exhibitions and it recently launched the very successful Festival of Economics.

The University of Trento

The University of Trento, first in the national best university ranking, has focused on excellence since its inception in 1962 and it now enjoys a strong global reputation. It has 7 Faculties, 14 Research Departments, more than 500 academic staff members and 15,000 students. The University of Trento has been steadily ranked as the best Italian University by the Italian Ministry of Education and by the Times Higher Education (THE) international ranking (2013).

The Department of Economics and Management

The Department of Economics and Management is specialized in business studies, economics and law, and offers a wide range of management programs at Master's and PhD level. It consistently ranks among the top Schools in business and economics.



Ruzanna Najaryan, Bulgaria

Trento Alumni

Customer Support and Quality Assurance Specialist

European Alliance for Innovation, Trento, Italy

When I look back I understand that choosing Trento for my master's degree in management was the right decision. The program brings together students from all over the world and creates a truly diverse environment; and the knowledge and the experience that you gain is worth each minute of your time spent during the program!



Fei Zheng, China

Trento Alumni

Region Product Marketing Manager,

GE Healthcare, Shanghai, China

It was my best choice ever to study in Trento!

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GRADUATE PROGRAMS (lauree magistrali) IN ECONOMICS AND MANAGEMENT

www.em.unitn.it

University of Trento
Department of Economics and Management

ECONOMICS AND MANAGEMENT

GRADUATE PROGRAMS
(lauree magistrali)

www.em.unitn.it

“Despite its small size, the University of Trento is equipped to compete at an International level given its successful strategy of focusing on Specific fields”.

Prof Eric S. Maskin, 2007 Nobel laureate in Economics