





UNIVERSITÀ  
DI TRENTO

# MIM - Program overview

Master in  
International  
Management  
MIM

Title awarded	Master's Degree ('Laurea magistrale') in International Management (LM 77)
Program begins	End of August
Duration	2 years full-time
Language	English
Class size	Up to 35 students
Class composition	Different backgrounds, about 8-10 nationalities
Application deadline	June 16 <sup>th</sup>
Minimum requirements	Bachelor's degree, English knowledge at B2 level
Selection criteria	GPA, GMAT, English test, CV, statement of purpose, references
Info	<a href="http://international.unitn.it/mim">http://international.unitn.it/mim</a> <a href="mailto:mim@unitn.it">mim@unitn.it</a>



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## Goals & Tools

- A program aimed at students with the ambition of working in international(ized) companies:
  - Whole program in English
  - Strong focus on post-graduation placement:
    - Network of relationships with international partner companies
    - On-campus company presentations and job talks with selected partners
    - Placement days/Career fair organized by the Job Guidance office
- Matching study and work (almost) from the start...
  - Very supportive of **selected** exchange opportunities abroad
  - Internships in an international environment (firms or institutions)

...and learning to cope with work under pressure  
Rather intensive program



## Goals & Tools

- ...while functioning in a very heterogeneous environment:
  - mix of Italian and foreign students
  - Class composition: about 10 different nationalities on average
  - Class composition: backgrounds in Economics, Management, Engineering, Political Science mainly (and architecture, computer science etc...)
  - An ideal size class (around 35 people)
- Focus on markets and decision-making, from the company's perspective: management, industrial organization, institutional environments

## Our recent classes

Citizenship	2017	2018	2019	2020	2021
Italy	X	X	X	X	X
Russia		X	X	X	X
Albania	X				
Spain					X
Uganda	X				
Georgia					X
Ghana			X		
Vietnam	X	X	X	X	X
Brasil	X	X	X		
Germany	X	X	X		X
Argentina	X				
Kenia				X	
China	X	X	X		X
India	X				
Iran			X	X	
USA		X	X		X
Azerbaijani		X			
Belarus					X
Turkey		X		X	X
Nepal		X			
Ethiopia		X	X		
Ukraine			X		X
Romania				X	
Pakistan				X	



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# A comprehensive overview

## Intensive courses (beginning of September)

- Introduction to International Business
- Introduction to Quantitative Methods
- Introduction to Economics
- Legal Foundations

### First year : Winter semester

- Financial Markets and Economic Activity
- International Accounting and Finance: International Accounting
- International Competition Law
- Leadership
- Data Analysis and Forecasting

### First year: Spring semester

- International Accounting and Finance: International Corporate Finance
- International Trade and Competitiveness
- Organizational Behavior
- Quantitative Methods for Market Analysis

Academic Writing and Presentation Skills (suggested)

### Second year: Winter semester

- International Business Management: 1. International Marketing
- International Business Management: 2. International Corporate Strategy
- International Contracts Law
- Global Economic Scenarios or Industrial Dynamics
- Electives
  - International Entrepreneurship
  - Start Up Lab
  - Integrated Logistics and Business Processes
  - Effective Managerial Decision Making
  - Strategy and Innovation Management
  - Technology Strategy
- Internship
- Master Thesis

Lots of interesting Seminars on different topics held by Visiting Professors:

Doing Business in India, doing Business in China, doing Business in Russia, doing Business in Nordic Countries, etc..

## What you can learn at MIM

- **Analytical skills** to make informed decisions about:
  - *internationalization/delocalization*
  - *Entry in new national markets*
- **Relational skills** allowing you to work in international teams
- A sound understanding of most functional areas of a company
- But most of all: we aim at forging an **ability to learn quickly!**

# Teaching & Learning Style

- Very little traditional lectures:
  - Case-based
  - Simulations and business games
  - Group work
  - Paper and report writing assignments
- Guest lectures
- Final dissertation linked to the internship experience
- Dedicated study lounge



# Career Opportunities

- **International companies, consultant agencies, SME**

MIM graduates are highly attractive to small and medium 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 a strong background in management and sound knowledge of international law and economics, MIM graduates can usefully apply their interdisciplinary knowledge in research centres, Government Agencies and NGO's.

- **Start-Ups and New Businesses**

A few of the students actually started their own business as entrepreneurs!



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# Internships

Ferrero International Sa	Findel, Luxemburg
Toyota	Mumbai, India
Piaggio Vietnam	Vietnam
Volkswagen	Verona, Italy
Shueco International Spa	Padova, Italy
Mazda	Duesseldorf, Germany
Puma	Germany
Parmalat	Moscow, Russia
Bombardier RP	Quebec, Canada
MAE Ministero Affari Esteri	Sydney, Australia
Suntrade (Bunge S.A. Group)	Kiev, Ukraine
Dedagroup Spa	Trento, Italy
Camera De Comercio, Servicios Y Turismo	Antofagasta, Chile
Ankara Technologji Gelisterme Bolgesi Kurucu VE Isletici A.s	Ankara, Turkey
Scape Spa	Roma, Italy
IMPACT HUB KING'S CROSS	London, United Kingdom
TOD'S TRADING CO., LTD	Shanghai, China
DEinternational Italia Srl	Italy

Casagrande Spa	Pordenone, Italy
Anz Bank Vietnam Limited	Hanoi, Vietnam
Fidia Farmaceutici Spa	Padova, Italy
Global Bank Limited	Kathmandu, Nepal
Akzo-Nobel	Bangalore, India
European Agency for Fundamental Rights	Vienna, Austria
DB Engineering & Consulting	Germany
BMW	Monaco, Germany
Miele Italia srl	Bolzano, Italy
Philip Morris Italia S.r.l.	Italy
EURAC RESEARCH	Bolzano, Italy
EUROPEAN UNION CHAMBER OF COMMERCE IN CHINA	China
ELECTROLUX MAJOR APPLIANCES	United Kingdom
PHILIPS LIGHTING	Bruxelles, Belgium
COMITATO CULTURALE "TEDXTRENTO"	Trento, Italy
Vodafone Italia S.p.A.	Italy
Stoxplus Corporation	Vietnam
AIRBUS	Germany
Flixbus	Germany



## Placement (a few examples)

Business analyst	McKinsey, Milan
Business Analyst	JOIN BUSINESS MANAGEMENT CONSULTING, Siena
End of Line Sr. Planner	LUXOTTICA, Milan
Manager	SPARK REPLY, Milan
Coordinator in the Parts & Process Development team	Mazda, Duesseldorf
Brand Manager Assistant	Nestle Purina, Milan
Finance Department	Parmalat Russia, Verona
Field Customer Developer	Kraft Foods, Milan
Business Consultant	BIP. Business Integration Partners
Key Account Manager	P&G, Sofia, Bulgaria
Marketing coordinator B2B	Ericsson, Ireland

Business Development (Trivago India)	Trivago Gmbh, Germany
Procurement Analyst	Liberty Global (Amsterdam, NL)
Project Manager	IVECO DEFENCE VEHICLES, Bolzano
Marketing Manager	TOSHIBA TEC ETHIOPIA IMAGING SYSTEMS
Young Talent Program Trainee - Demand Specialist	TETRA PAK
Business Process and Continuous Improvement	ROKETSAN MISSILES INC., Turkey
Analyst	DELOITTE CONSULTING
Social Media Marketing strategist	SQRMAP
M&A Director	COLLINS DALE CAPITAL PARTNERS - LONDON

# MIM X Anniversary: 2008-2018

## September 14th, 2018







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- Minimum requirements: BA/BS, English language certification at B2 level (TOEFL, IELTS or similar)
- Selection based on: GPA, References, CV, international tests score (GMAT, GRE), your English proficiency level (TOEFL, IELTS, Cambridge, ...), statement of purpose.
- Tuition and fees: Up to 6.500 €/year for extra-EU students, normal fee for Eu students (up to 3.000 € max./year)
- **Contacts:**
  - Marco Zamarian – Program Director ([marco.zamarian@unitn.it](mailto:marco.zamarian@unitn.it))
  - Martina Nardelli – Program Manager ([mim@unitn.it](mailto:mim@unitn.it))