

University of Trento
**Department of
Economics and Management**
English-taught Masters
international.unitn.it/management



UNIVERSITY
OF TRENTO - Italy

Department of Economics and Management



The Director's Welcome

If you are considering applying for a graduate programme in Management or Economics, I would encourage you to look at our ambitious and challenging Master's courses. I believe they will fulfil 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 programmes organized in Trento, we welcome your interest and look forward to establishing contact with you.

Living in 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 European 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, first in the national best-university ranking, has focused on excellence since its inception in 1962 and now enjoys a strong global reputation. It has 10 Departments, 4 Centres, more than 600 Professors and around 16,000 students. The University of Trento has been consistently ranked as the best Italian University by the Italian Ministry of Education and by the Times Higher Education (THE) international ranking (2015-16).

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

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 faculty 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 of 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.
- The Innovation Olympics: companies from different industries define an exciting and difficult challenge they are currently facing in the market. 4-5 groups of 4-5 students from different disciplines, countries and cultures focus on the challenge for 10-12 weeks and compete to provide the best and most innovative solution.

Trento Placement Service - Career Development

Students at the University of Trento are tutored by faculty and staff 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.

The Trento Career Service launched the “Job Speed Dating” Day and repeatedly won the Italian “Best Campus Recruitment Programme” as well as the “Best Placement Programme”.





UNIVERSITA' DEGLI STUDI

FACOLTA' DI ECONOMIA

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Master in International Management - MIM

MIM is a two-year full-time Master's programme (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 programme 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.

Programme overview

Main application deadline	Non-EU: January/February each year EU: June each year (check online for updates) international.unitn.it/mim; mim@unitn.it
Intake	Late August each year
Duration	2 years full time
Degree Awarded	Master of Science ('laurea magistrale') in International Management (120 ECTS)
Class size	Up to 30 students
Selection criteria	Completed BSc, GMAT, English language test, CV, motivation letter, references

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.

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.

Intensive crash courses are organized at the beginning of the programme as preparatory classes since MIM students often have different study backgrounds. These courses help students to start the programme 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, Legal Foundations
- International Accounting
- International Trade and Competitiveness
- Quantitative Methods
- International Competition Law
- Organizational Behaviour
- 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 PROGRAMME 120 ECTS

Career opportunities

International companies, consultant agencies, SMEs.

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, NGOs

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 NGOs.

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).



Master in Innovation Management - MAIN

MAIN is a two-year full-time Master's programme (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 stimulate the creation of new businesses on campus.

Programme overview

Main application deadline	Non-EU: January/February each year EU: June each year (check online for updates) international.unitn.it/main; main@unitn.it
Intake	Late August each year
Duration	2 years full-time, first in Trento, second in Pisa
Degree Awarded	Master of Science ('laurea magistrale') in Innovation Management from the University of Trento and the Sant'Anna School of Advanced Studies of Pisa (joint degree) – 120 ECTS
Class size	Up to 30 students
Selection criteria	Completed BSc, GMAT, English language test, CV, motivation letter, references

The University of Trento merged their excellences to offer the MAIN program. Trento is widely recognized among the best Italian Universities in the domestic and international rankings, and the program is highly competitive at international level too. The Sant'Anna School of Advanced Studies is a special-statute university which operates in the field of applied sciences. 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 approach, and internationalisation promoted through connections with the best institutes and centres at a global level.

MAIN courses

Teaching methodology

MAIN is based on a mixture of teaching methods, which is believed to be the best balance to in order 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.

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.

Intensive crash courses are organized at the beginning of the programme as preparatory classes since MAIN students often have different study backgrounds. These courses help students to start the programme 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 (in Trento)

- Crash courses in Economics, International Business, Statistics, Legal Foundations
- Information System and Knowledge Management
- Organizational Behaviour
- Data Analysis and Forecasting
- Intellectual Property and Competition Law
- Economics of Innovation Processes
- International Trade and Competitiveness
- Industrial Organization
- International Entrepreneurship
- Electives
- Internship

Business Labs in Trento

- Doing Business in BRICS
- MAIN Business Challenge
- Start-Up Lab
- Contamination Lab

Second year (in Pisa)

- ICT: Business intelligence and CRM
- Financial metrics for business and services
- Open innovation Modelling and R&D
- Financing Innovation
- Quantitative Methods for Managerial Decisions
- Sustainability Management and Reporting
- International Marketing
- Master Thesis

TOTAL COMPLETE PROGRAMME 120 ECTS

Career opportunities

International companies, consultant agencies, SMEs.

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.

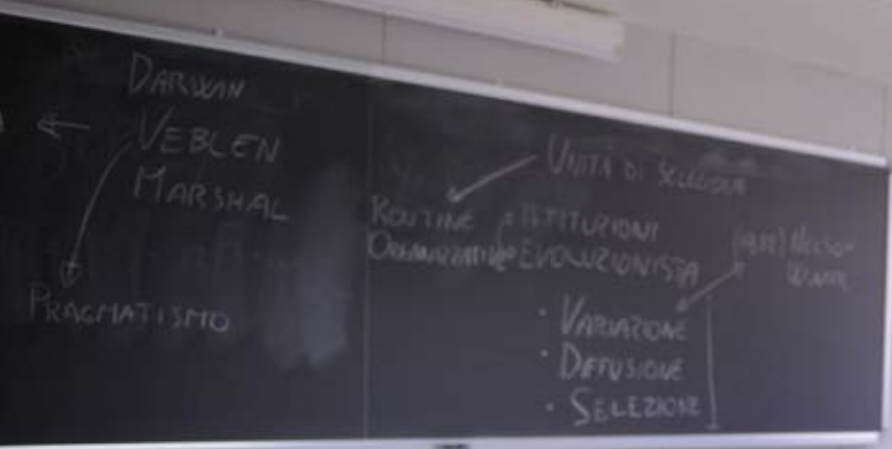
MAIN graduates typically pursue careers as general or product managers, management analysts or management consultants, as well as in the fields of marketing, product development, project management.

Research centres, Government Agencies, NGOs

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 NGOs.

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.



Master in Economics - MEC

MEC is a two-year full-time programme that provides advanced training in theoretical and applied aspects of modern economics together with the technical skills to analyse economic and social data and events. Specifically, it equips home and international students with in-depth knowledge about the Behavioural 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.

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).

Programme overview

Main application deadline	Non-EU: January/February each year EU: June each year (check online for updates) international.unitn.it/mec; mec@unitn.it
Intake	Late August each year
Duration	2 years full-time
Degree Awarded	Master of Science ('laurea magistrale') in Economics (120 ECTS)
Class size	Up to 20 students
Selection criteria	Completed BSc, GMAT/GRE, English language test, CV, motivation letter, references
Special opportunities	Double Degree with Jena (Germany)

MEC courses

Teaching methodology

The intensive programme has two core areas – economics and business – and possibilities of learning by doing, e.g. case studies analysed during classes, group work, and laboratories. Throughout the entire programme, 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 programme 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 programme with greater confidence and understanding.

First year

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

Second year

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

TOTAL COMPLETE PROGRAMME 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 in order to evaluate policies at state and European community level, and to analyse and evaluate the economic aspects of international trade. In addition, the MEC programme provides students with the necessary foundations in economics and econometrics to proceed to studying for a PhD.



EMBS - European Master in Business Studies

Jointly run by the University of Savoie Mont Blanc (France), the University of Trento (Italy), the University of Kassel (Germany) and the University of León (Spain), the European Master 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 Mont Blanc (France)
- 3rd semester: University of Kassel (Germany)
- 4th semester: University of León (Spain)

Programme overview

Main application deadline	Non-EU: March each year EU: March each year (early birds); June each year (check online for updates) www.embs.eu ; international.unitn.it/embs
Intake	Mid September each year
Duration	2 years full-time
Degree Awarded	Joint degree The “European Master’s in Business Studies” joint degree awarded at the end of the program corresponds to the following four national degrees: <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.
Class size	Up to 30 students
Selection criteria	Completed BSc, English language test, CV, motivation letter

EMBS courses

Foundation courses

Sustainable and responsible management

European and international commercial law

Organizational behaviour and human resources management

Information system

International accounting

International strategic management

European and global economics

Financial markets and corporate finance

Marketing specialised courses

Statistics and marketing research

Purchasing and supply chain management

Distribution management

Business negotiation

Communication challenges

Innovation and entrepreneurship

European and global consumer behaviour

Personal complementary assignments

Consultancy Project

Research methods and thesis

Internship/Placement 3 months – June to September at the end of S4

TOTAL COMPLETE PROGRAM 120 ECTS

Admission requirements

Admission to EMBS is selective and there is intense competition for students places. 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 and a letter of motivation are 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 Mont Blanc: embs@univ-savoie.fr

University of Trento: embs@unitn.it

University of León: uleembs@unileon.es

University of Kassel: embs@uni-kassel.de





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