



GLOBAL ENTREPRENEURSHIP ECONOMICS AND MANAGEMENT (GEEM)

CURRICULUM:

International Business & Entrepreneurship (IBE)

MASTER'S COORDINATOR:

Prof. Alberto Onetti
alberto.onetti@uninsubria.it

Overall course organization –2020/2021

YEAR 1	CREDITS	YEAR 2	CREDITS
ENTREPRENEURSHIP & INNOVATION MANAGEMENT	6	ORGANIZATION: PEOPLE AND TECHNOLOGIES* /or/ DIGITAL ECONOMY*	6
QUANTITATIVE METHODS FOR MANAGEMENT	12	INTERNATIONAL ECONOMICS	6
Module 1: APPLIED MATHEMATICS	6	LEAN DEVELOPMENT AND AGILE METHODOLOGIES	3
Module 2: APPLIED STATISTICS	6	PERFORMANCE MEASUREMENT* /or/ FUNDRAISING AND BUSINESS PLANNING*	6
CORPORATE BANKING	6		
ECONOMICS OF INNOVATION	6		
ADVANCED BUSINESS ENGLISH	3	ELECTIVE COURSES*	6
INTERNATIONAL BUSINESS* /or/ SEMINAR IN ENTREPRENEURSHIP AND INNOVATION MANAGEMENT*	6	WORK INTERNSHIP/ ELECTIVE COURSES	6
MANAGEMENT AND GOVERNANCE OF FAMILY FIRMS	6	FINAL DISSERTATION	18
STARTUP LAB* /or/ INTERNATIONAL MARKETING LAB*	6		
INTERNATIONAL TRADE LAW AND M&A TRANSBORDER OPERATIONS	12		
Module 1: INTERNATIONAL TRADE LAW	6		
Module 2: M&A TRANSBORDER OPERATIONS	6		
ELECTIVE COURSES*	6		

How does it work?

- 1) Choose the courses you want to attend first among the ones indicated in yellow
- 2) Pick up the free credits (6 at the first year and 6 at the second year + 6 if you do not chose to do the stage) among the ones you have not selected

Overall course organization – new 2020/2021

CURRICULUM IN INTERNATIONAL BUSINESS AND ENTREPRENEURSHIP

How does it work?

I ANNO							
SEM	Denominazione INSEGNAMENTO	Denominazione MODULI	S.S.D.	AMBITO DISCIPLINARE/TAF	CFU	ORE	MODALITÀ DI VERIFICA*
I	Advanced Business English		L-LIN/12	Altre attività	3	20	V
I	Corporate Banking		SECS-P/11	Caratterizzante	6	40	V
I	Economics of Innovation		SECS-P/06	Caratterizzante	6	40	V
I	Entrepreneurship and Innovation Management		SECS-P/08	Caratterizzante	6	40	V
I	Quantitative Methods for Management	Mod. 1 Applied Statistics	SECS-S/02	Affine integrativa	6	40	V
II	International Trade Law and M&A Transborder Operation	Mod. 1 International Trade Law	IUS/14	Caratterizzante	6	40	V
II	Management and Governance of Family Firms	Mod. 2 M&A Transborder Operations	IUS/13	Affine integrativa	6	40	V
II	Quantitative Methods for Management	Mod. 2 Applied Mathematics	SECS-S/06	Caratterizzante	6	40	V

Un insegnamento a scelta tra:

II	International Business		SECS-P/08	Caratterizzante	6	40	V
II	Seminar in Entrepreneurship and Innovation Management		SECS-P/08	Caratterizzante	6	40	V

Un insegnamento a scelta tra:

I e II	Startup Lab		SECS-P/08	Caratterizzante	6	40	V
II	International Marketing Lab		SECS-P/08	Caratterizzante	6	40	V

A scelta dello studente* NN D/A scelta dello studente 6 V

II ANNO

SEM	Denominazione INSEGNAMENTO	Denominazione MODULI	S.S.D.	AMBITO DISCIPLINARE/TAF	CFU	ORE	MODALITÀ DI VERIFICA*
I	Lean Development and Agile Methodologies		INF/01	Altre attività	3	20	V
II	International Economics		SECS-P/01	Caratterizzante	6	40	V

Un insegnamento a scelta tra:

I	Organization: People and Technologies		SECS-P/10	Caratterizzante	6	40	V
II	Digital Economy		SECS-P/07	Caratterizzante	6	40	V

Un insegnamento a scelta tra:

II	Performance Measurement		SECS-P/07	Caratterizzante	6	40	V
II	Fundraising and Business Planning		SECS-P/07 SECS-P/08	Caratterizzante	6	40	V

A scelta dello studente* NN D/A scelta dello studente 6 V

Stage** NN F/Tirocini formativi e di orientamento 6 400 G

Prova finale NN E/Prova finale 18 G

*G – GIUDIZIO V – ESAME I – IDONEITÀ F – FREQUENZA

1) Choose the courses you want to attend first among the ones indicated in the boxes

2) Pick up the free credits (6 at the first year and 6 at the second year + 6 if you do not chose to do the stage) among the ones you have not selected in the boxes

More in details.....

Study Plan I Year – I Semester

Courses	ECTS
ENTREPRENEURSHIP & INNOVATION MANAGEMENT	6
CORPORATE BANKING	6
STARTUP LAB* /or/ INTERNATIONAL MARKETING LAB*	6
QUANTITATIVE METHODS FOR MANAGEMENT – MODULE 1: APPLIED STATISTICS	6
ADVANCED BUSINESS ENGLISH	3
ECONOMICS OF INNOVATION	6
FREE CREDITS*	6 in I e II Sem

Study Plan I Year – II Semester

Courses	ECTS
MANAGEMENT AND GOVERNANCE OF FAMILY FIRMS	6
QUANTITATIVE METHODS FOR MANAGEMENT – MODULE 2: APPLIED MATHEMATICS	6
INTERNATIONAL BUSINESS* /OR/ SEMINAR IN ENTREPRENEURSHIP AND INNOVATION MANAGEMENT*	6
STARTUP LAB* /OR/ INTERNATIONAL MARKETING LAB*	6
INTERNATIONAL TRADE LAW AND M&A TRANSBORDER OPERATIONS – MODULE 1: INTERNATIONAL TRADE LAW	6
INTERNATIONAL TRADE LAW AND M&A TRANSBORDER OPERATIONS – MODULE 2: M&A TRANSBORDER OPERATIONS	6
FREE CREDITS*	6 in I e II Sem

Study Plan – II Year

Courses	ECTS
ORGANIZATION: PEOPLE AND TECHNOLOGIES* /OR/ DIGITAL ECONOMY*	6
INTERNATIONAL ECONOMICS	6
LEAN DEVELOPMENT AND AGILE METHODOLOGIES	6
PERFORMANCE MEASUREMENT* /OR/ FUNDRAISING AND BUSINESS PLANNING*	
LEAN DEVELOPMENT AND AGILE METHODOLOGIES	3
STAGE OR ALTERNATIVE FREE CREDITS	6
FREE CREDITS*	6
DISSERTATION	18

Stongly recommended course

«GROUP WORK AND COMMUNICATION»

Team Players aiming at improving their pitching skills

«INTERNATIONALIZATION AT HOME»

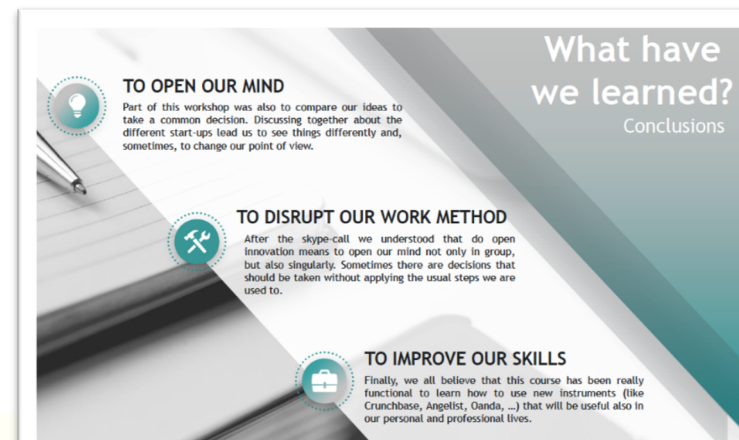
Opportunities not to be missed if you want to increase your international attitude



STARTUP LAB (I and II Sem.)

- ❖ **I Semester:** practice with a real business case
- ❖ **II Semester: (with Prof. Susan Cholette)** Visiting Professors from San Francisco State University (USA)

...What did previous students say about the course?




Lesson timetable – I Year (Distance learning through MS Teams Platform)



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Anno Accademico 2020/2021
Laurea Magistrale in GLOBAL ENTREPRENEURSHIP ECONOMICS AND MANAGEMENT (GEEM)
DIPARTIMENTO DI ECONOMIA
LM-77 - Classe delle lauree magistrali in Scienze economico-aziendali
Sede del corso: Varese - Università degli Studi dell'Insubria

Coordinatore - Presidente
ONETTI ALBERTO

DESCRIZIONE DEL CORSO

AMMISSIONE, IMMATRICOLAZIONE E TASSE

PROFILO PROFESSIONALE

RISULTATI DI APPRENDIMENTO

PERCORSI FORMATIVI E PROGRAMMI

ORARI DELLE LEZIONI

PROVA FINALE

ORGANIZZAZIONE DEL CORSO

SERVIZI AGLI STUDENTI

OPINIONI STUDENTI E LAUREATI E CONDIZIONE OCCUPAZIONALE

ORARI

Controlla gli orari e le aule in cui si svolgono le lezioni:

- Se sei uno studente collegati ai Servizi Web Segreteria studenti insegnamenti del tuo piano di studio. Vedi guida Orario per
- Se non sei un nostro studente ma vuoi seguire alcune lezioni Curriculum EI
 - [1° anno](#)
 - [2° anno](#)

Curriculum IBE

- [1° anno](#)
- [2° anno](#)

In ogni caso, se vuoi verificare in tempo reale in quali aule si svolgono le lezioni controlla il sistema "timeline" selezionando la sede: <http://timeline.uninsubria.it/>

Doppio titolo
Il corso offre l'opportunità di conseguire il [Doppio titolo](#)

I SOCIAL DEL CORSO



- Pay attention to changes in the timetable
- Regularly check announcements on the E-learning platform for each course you are attending




The screenshot shows a weekly timetable for the week of October 5th to 11th, 2020. The 'SETTIMANA' tab is selected. The timetable is organized by day and time slots. Key details include:

- Monday, Oct 5:** 09:30 - 13:30: ENTREPRENEURSHIP & INNOVATION MANAGEMENT (A. ONETTI, Lezione); 09:00 - 11:00: CORPORATE BANKING (A. USELLI, Lezione).
- Thursday, Oct 8:** 09:00 - 11:00: CORPORATE BANKING (A. USELLI, Lezione); 14:00 - 18:00: ECONOMICS OF INNOVATION (A. VEZZULLI, Lezione).
- Friday, Oct 9:** 14:00 - 18:00: APPLIED STATISTICS (A. RECLA, Lezione).

The interface includes navigation tabs (MESE, SETTIMANA, GIORNO, CALENDARIO, LISTA) and a top bar with the date 05/10/2020 and navigation arrows.

Get in contact with your teachers
if in doubt when choosing the exams to complete your study plan

FUTURO STUDENTE STUDENTE LAUREATO ENTI E AZIENDE PERSONALE INTERNATIONAL LINK VELOCI EN

 UNIVERSITÀ DEGLI STUDI DELL'INSUBRIA

Cerca

Come fare per

CHI SIAMO - Cosa facciamo per: LA DIDATTICA - LA RICERCA - IL TERRITORIO -

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DOCENTI TUTOR

- [ONETTI ALBERTO](#)
- [PISONI ALESSIA](#)
- [SERI RAFFAELLO](#)
- [VEZZULLI ANDREA](#)

For IBE Students

<https://www.uninsubria.it/ugov/degree/4085#6>

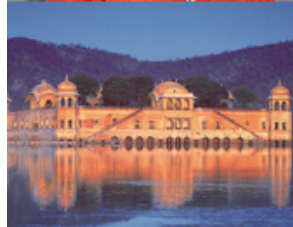


OPPORTUNITIES TO LEARN AND GROW ABROAD

- ▣ Indian Institute of Foreign Trade, IIFT
- ▣ DOUBLE DEGREE
- ▣ ERASMUS+

Indian Institute of Foreign Trade (IIFT) – Dehli, India

- ▣ ONE TRIMESTER AT IIFT – NEW DEHLI
- ▣ ELECTIVE COURSES ON INTERNATIONAL BUSINESS
- ▣ A UNIQUE OPPORTUNITY TO STUDY IN ONE OF THE BRICS



Double Degree



For MD Students in GLOBAL ENTREPRENEURSHIP ECONOMICS AND MANAGEMENT:

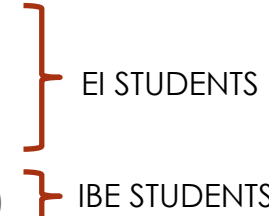
<https://www.uninsubria.it/servizi/doppi-titoli-di-laurea>

- DD with [Friedrich Schiller University](#) (Jena – Germany)
- DD with [Hoheneheim University](#) (Stuttgart – Germany)
- DD with [Université de Bordeaux](#) (France)

{ (both for EI and IBE)

{ (EI only)

Double-Degree

- The Double-degree programs' prerequisites are the **inclusion in the study plan of 6 ECTS in seminar mode in the first year**. The seminar mode is a common exam method in Germany, where the students write a scientific paper on a topic proposed by the teacher, and present and discuss it in front of the class. At the moment **courses in seminar mode** are provided as **free credits in the curriculum of Economics of Innovation (EI)**, and in the curriculum of **International Business and Entrepreneurship (IBE)** students need an authorization to include in their study plan.
 - **SEMINAR in HISTORY OF INNOVATION AND ECONOMIC GROWTH (I sem - 6ECTS)**
 - SEMINAR in INNOVATION ECONOMICS I (I sem - 3ECTS)**
 - SEMINAR in INDUSTRIAL DYNAMICS AND EVOLUTION (II sem - 6ECTS)**
 - SEMINAR in INNOVATION ECONOMICS II (II sem - 3 ECTS)**
 - SEMINAR IN ENTREPRENEURSHIP AND INNOVATION MANAGEMENT (II SEM – 6 ECTS)**

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EI STUDENTS

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IBE STUDENTS
- To be admitted to the Double-Degree programs, students must:
 1. Show their interest filling in the form on-line;
 2. At the end of the first semester, a selection call will be issued which also includes a possible scholarship;
 3. The Double Degree Commission supports students in preparing a Learning Agreement before departure, according to the study plans of the partner Universities;
 4. At the end of the study period at the partner university, the Commission validates the exams taken abroad.
- **FOREIGN STUDENTS' OFFICE** (foreign.students.eco@uninsubria.it) provides information, guidance and administrative support to foreign students (Erasmus students, participants in the Double Degree program and Students Exchange).
- <https://www.uninsubria.eu/international-relations/international-agreements>

NEW DESTINATION

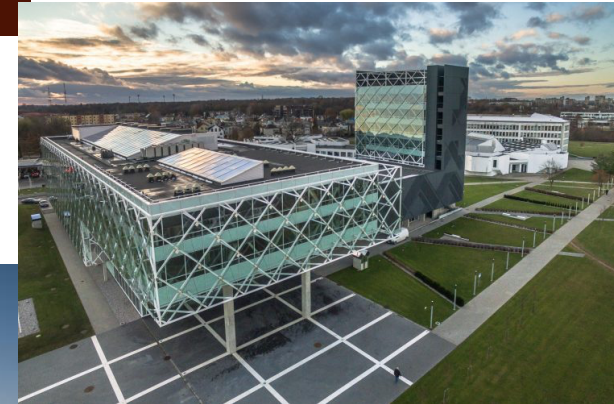
ERASMUS+



School of Economics and Business

MSc of Business Management - International Business

Established in 1922, now KTU is one of the largest technological universities in the Baltics. Known for its linkages with business, leadership in scientific research, flexible interdisciplinary study programmes.



E.g. courses:

- International Business Logistics
- International Competitiveness
- Technology venturing
- Scientific Research Design
- Business Model Innovation
- International Business Management
- Corporate finance
- Market strategies

Lituania, Kaunas: la piccola Parigi

La città vecchia si trova su una penisola alla confluenza di due fiumi. Enorme il patrimonio culturale e moltissime le attrazioni culturali: arte, jazz, folklore.

NEW DESTINATION

ERASMUS+



Universität Regensburg

**Faculty of Economics Business
and Management**

MSc of Business Management



E.g. courses:

- Strategic management
- Corporate Governance, Internal control and auditing
- Financial reporting in the USA
- Marketing Research
- Corporate Social Responsibility Reporting
- International and Intercultural Human Resource Management
- Leadership and Organization