



UNIVERSITA' DEGLI STUDI DI MILANO
PROGRAMME DESCRIPTION - ACADEMIC YEAR 2024/25
BACHELOR
Economics and Management (Classi L-18/L-33)
Enrolled from 2018/2019 academic year

HEADING

Degree classification - Denomination and code:	L-18/L-33
Degree title:	Dottore
Length of course:	3 years
Total number of credits required to complete programme:	180
Years of course currently available:	1st , 2nd , 3rd
Access procedures:	Cap on student, student selection based on entrance test
Course code:	B23

PERSONS/ROLES

Head of Study Programme

Prof. Giuseppe De Luca

Tutors - Faculty

Tutor per l'orientamento
Puccetti Giovanni

Tutor per la mobilità internazionale e l'Erasmus
Lorenzini Marcella

Tutor per stage/tirocini e laboratori
Della Torre Edoardo Ezio

Degree Course website

<https://ema.cdl.unimi.it>

Didactic Secretariat

via Conservatorio, 7 - 20122 Milano (MI), Italia Email: ema@unimi.it

Disability Referee

Prof.ssa Silvia Angeloni

Student registrar

via Santa Sofia, 9/1 - 20122 Milano (MI), Italia <https://www.unimi.it/it/studiare/servizi-gli-studenti/segreterie-informastudenti>

CHARACTERISTICS OF DEGREE PROGRAMME

General and specific learning objectives

The Bachelor's Degree in Economics and Management is a challenging programme enabling students to combine adequate knowledge in economics and business fields, mathematical-statistical tools and the regulatory framework to understand the economic system, the markets' functioning and the role of business.

In particular, the Degree programme provides the skills necessary to understand: the economic and financial decision-making strategies and processes of firms, consumers, financial intermediaries and regulators; the functioning of markets for goods and services, financial markets and labor markets, their dynamics and their effects on economic development; the distribution of income and wealth; the evolution of macroeconomic dynamics, monetary policy interventions, economic policy decisions, including institutional and regulatory choices; management problems of firms operating at the European and international level, and organizational issues peculiar to private firms and public administrations. In addition, given the growing demand for computer skills in the business world, the Degree programme develops the practical and operational skills needed for data analysis through learning the statistical software R (used in Statistics, Statistics for Business Decisions and Statistics for Big Data courses) and Gretl (used in the Econometrics course).

Expected learning outcomes

Knowledge and understanding

At the end of the Degree programme, students will acquire knowledge and skills related to: the principles of business management and the interpretation of financial statements; the behavior of subjects (firms and individuals) in the micro- and macroeconomic spheres; the types of government intervention in the economic system; the functioning of the financial system; the development of economic history; statistical-computer tools and economic-business data analysis, including with regard to Big Data. Applying knowledge and understanding

Applying knowledge and understanding

Graduates in Economics and Management will be able to apply the acquired knowledge to the analysis and solution of management problems of enterprises, administrations and economic organizations; the problems being analyzed may concern the administration and control of enterprises, budget and cost analysis, business organization, innovation and product marketing. Graduates will also be able to apply the knowledge acquired: to the analysis of individual decision-making mechanisms in economics; to the evaluation of economic policies in terms of consistency between instruments and objectives; to the analysis of costs and benefits and distributional effects of economic policies; and to the identification of imperfections in the functioning of markets. In addition, graduates will be able: to apply the methodology of economic research; to use mathematical models to analytically set up decision-making problems; and to use statistical tools for data and information processing.

Making judgements

Graduates in Economics and Management should be able to make autonomous judgments by developing critical skills regarding: to the adoption of various business strategies; to cost analysis; to effectiveness in the use of resources; to the implementation of specific projects; to the implementation of development and reorganization plans in the work contexts in which they are placed; to the implementation of organizational, process and product innovations in the same contexts; to individual decision-making mechanisms in the economic sphere; to the consequences of economic policies implemented by national and supranational government authorities; to the effects and effectiveness of monetary and fiscal policies; to the costs and benefits of policies to regulate markets and promote competition; to the effectiveness of EU development and cohesion policies; and to the interpretation of empirical evidence.

Communication skills

Upon completion of the Degree programme, students will be able: to argue their positions and communicate clearly and effectively in written and oral Italian and foreign (English) languages; to present the results of their work (research, reporting, documentary analysis, etc.) using statistical tools for data and information analysis; and to convey and disseminate information on economic issues. Graduates will also be able to set up cooperative and collaborative relationships within working groups.

Learning skills

The Bachelor's degree program in Economics and Management provides the methodological and substantive skills that foster the capacity for further learning, both for embarking on professional paths and for continuing studies in university master's degree programs. The presence of scientific-disciplinary fields in which the weight of methodological teachings is relevant (microeconomics, macroeconomics, economic policy, economic history) and others that develop formal analysis skills (mathematics, statistics, economic statistics, econometrics) contributes to both the development of methodological skills and the mastery of quantitative analysis tools that foster the capacity for further learning.

Professional profile and employment opportunities

The Undergraduate Degree Course in Economics and Management provides students with the necessary skills needed to successfully enter the labor market/workforce, and be considered for hiring by private firms and public institutions with a European orientation and scope. The potential positions open to graduates of this program, further enhanced by their future educational choices, include:

- Firms, both in the private and public sector, active in the European market;
- Financial intermediaries;
- EU-level and other international institutions;
- Regulatory agencies and consultancies;
- Consulting companies;
- Research centers and think-tanks.

The Undergraduate Degree Course in Economics and Management also equips students with the necessary technical and methodological skills that will aid them in continuing their education at the master's level in both business and economics, after checking the adequacy of personal preparation.

Job profile: banking and financial management technician.

Function in a work setting: banking administrative activities in back and front office, assisting customers on banking services offered, procedures for determining risks involved in the granting of mortgages and loans.

Skills associated with the function: maintaining and building relationships with customers, assessing creditworthiness, drafting reports and documents, monitoring the granting of credit to customers.

Employment opportunities: banking and financial intermediation sector.

Job profile: consultant.

Function in a work context: graduates in this function conduct research on concepts, theories, and methods for analyzing the strategy, structure, and production cycle of enterprises and organizations to improve their performance and identify the most appropriate responses to stresses from the economic system.

Skills associated with the function: practitioners have the competence to analyze data and information, formulate organizational proposals to improve the efficiency of production processes and the performance of enterprises, draft and formulate technical documents, and design the business plan of enterprises.

Employment outlets: private enterprises.

Job Profile: commercial agent

Function in a work context: graduates who perform this function visit stores or companies on behalf of manufacturing and distributing companies, proposing the purchase of products or services for sale or production; show samples, informational brochures, catalogs, and advertising material; explain the characteristics of the products offered; maintain customer relations; collect orders; and agree on delivery and payment schedules.

Skills associated with the function: workers in this field must have a perfect knowledge of the characteristics of the products and services they sell and notions of marketing. They must also be familiar with the rules governing business transactions at the national and international level.

Employment outlets: private enterprises.

Job profile: accountant and specialist in management and control

Function in a work context: the accounting specialist must have solid skills in general accounting and tax regulations; must be familiar with business and management accounting procedures; and must know how to use accounting programs adopted at the enterprise level.

Skills associated with the function: operators have the competence to analyze accounting records, verify the correctness of data collection procedures, check the consistency of management results in relation to the rules defined within the company, identify any anomalies, and deal with the preparation of company financial statements.

Employment outlets: private enterprises and public administrations.

Job profile: technical professions in organization, administration, and financial and business activities

Function in a work context: professions included in this class assist office managers of enterprises and organizations by implementing and supporting communication, documentation, and coordination activities of one or more organizational units; analyze the functioning of the organization in terms of effectiveness and efficiency in the use of resources; take care of organizational and management aspects of enterprises; maintain accounting and social books and records; implement administrative control systems of production activities; detect and transfer information; take care of correspondence activities with foreign partners and customers.

Skills associated with the function: workers analyze data and information, make organizational proposals to improve the efficiency of production processes and business performance, analyze accounting records, verify the correctness of data collection procedures, and check the consistency of management results.

Employment outlets: private enterprises and public administrations.

Initial knowledge required

Entry knowledge requirements

In order to be admitted to the Bachelor's Degree programme, prospective students must hold an upper secondary school diploma or equivalent qualification obtained abroad after at least 12 years of schooling; they also must have an adequate educational background and possess basic skills in the area of language comprehension, logic and mathematics.

Pursuant to Art. 2 of the Law 264/1999, in order to ensure high quality education (in particular with respect to the capacity constraints necessary to run laboratories, and to hold individual and group presentations in some courses), the maximum number of students who can enroll in the Bachelor's Degree programme is set at 250, plus 12 places reserved for international non-EU candidates residing abroad.

Assessment of basic knowledge and skills will be ascertained through an online admission test - TOLC-E, the Online Test organized by CISIA (Interuniversity Consortium for Integrated Access Systems), that will focus on the topics listed in the syllabus given at the following link: <https://www.cisiaonline.it/area-tematica-tolc-economia/struttura-della-prova-e-sillabo/> Selection of students is based on the score obtained in the TOLC-E admission test.

Applicants who want to transfer from other Degree programmes or who already hold a degree and request its recognition (partial or total) must also sit for the test and rank sufficiently high.

The admission test is organized in two sessions: the first session, in Spring 2024, is exclusively reserved to students attending their last year of secondary school; the second session, open to all candidates, will take place in Summer 2024.

International non-EU candidates residing abroad - both those in their last year of secondary school and those who already got their diploma in previous years - must apply in the first admission session, in Spring 2024. Non-EU candidates who don't reach an overall score of 4 in the reading comprehension section of the TOLC-E will be excluded from the admission procedure.

Additional Learning Requirements

Admitted candidates who didn't reach an overall score of 5 in mathematics and logic sections of the TOLC-E will be

assigned Additional Learning Requirements (OFA, Obblighi Formativi Aggiuntivi) in the area of logic and mathematics, that must be fulfilled within the first year; students who do not fulfil OFA within this deadline will not be able to take the exams of the second or third year. Further information on these OFA are available online on the Bachelor Degree programme website: <https://ema.cdl.unimi.it/it/insegnamenti/recupero-ofa>.

English Additional Learning Requirements (OFA)

In order to fulfil the Additional Learning Requirement (Obbligo Formativo Aggiuntivo – OFA) for English and sit the English-language exam required by the study plan, students must achieve B1 proficiency per the Common European Framework of Reference for Languages (CEFR). This proficiency level may be certified as follows:

- by submitting a language certificate attesting B1, or higher level in English and issued no more than three years before the date of submission. You will find the list of language certificates recognized by the University at: <https://www.unimi.it/it/node/39322>. The certificate must be uploaded during the enrolment procedure, or subsequently to the portal <http://studente.unimi.it/uploadCertificazioniLingue>;

- by taking a placement test offered by the University Language Centre (SLAM) between October and December of the first year. Students who fail the test will be required to take a SLAM course.

The placement test is mandatory for all those who do not hold a valid certificate attesting to B1 or higher level.

Those who have not taken the placement test by the end of December or fail the end-of-course exam six times must obtain the necessary certification privately in order to fulfil the OFA and sit the English exam.

Compulsory attendance

Courses attendance is highly recommended.

Labs attendance is compulsory.

Internship criteria

Internships and traineeships: company internship (6 ECTS)

The three-year degree in EMA requires the compulsory acquisition of 6 credits through a company internship of a minimum duration of 150 hours (for no more than 8 hours a day and 40 hours a week).

There is also the possibility of extending the internship activity and carrying out full-time internships for 3-6 months. In this case, students can ask the teacher whom they will identify as supervisor for the final thesis (degree thesis) the possibility of enhancing their internship activity by integrating it into the thesis, agreeing the methods with the supervisor.

Information on how to activate the internship and the recognition of the 6 credits is detailed in the internships section of the course website: <https://ema.cdl.unimi.it/it/studiare/stage-e-tirocini>

Degree programme final exams

The degree in Economics and Management is obtained after passing a final test which can also be taken in English and consists in the preparation of a written paper on an agreed topic previously chosen from the courses included in the academic career. The written work which, as a rule, does not exceed 40 folders, must denote a good personal ability to organize and process the notions and skills acquired during the educational path.

In order to be admitted to the final exam, students must have acquired at least 174 credits.

Notes

Candidates admitted with an overall score (unweighted sum of the scores) of less than 5 in the mathematics and logic sections of the TOLC-E test will have to fulfil additional learning requirements (OFA) in the area of logic and mathematics within the first year. Students who do not fulfil these requirements within the deadline, must enrol the following academic year as students repeating the first year of the programme, and will not be able to take the exams for years following the first.

To fulfil the additional learning requirements in logic/mathematics, students must follow the MOOC available at the link:

https://www.federica.eu/c/matematica_di_base_economia/

with a focus on subjects in which they are weaker. They will also have to pass, with more than 75% correct answers, an online test with questions and exercises on mathematics prerequisites. The test will be made available at the beginning of the A.Y. on the online platform indicated by Prof. Puccetti, in charge of OFA. Students who fail the test can sit for it again after 30 days.

EXPERIENCE OF STUDY ABROAD AS PART OF THE TRAINING PROGRAM

The University of Milan supports international mobility by providing its students with the opportunity to spend study and internship periods abroad. It is a unique chance to enrich your educational path in a new exciting environment.

The agreements entered into by the University with over 300 universities from the 27 EU member countries and other Extra-EU countries under the European Erasmus+ programme allow regularly enrolled students to carry out part of their studies at one of the partner universities or to undertake internships at companies, training and research centres and other organizations.

Similar international mobility opportunities are provided outside Europe, through agreements with a number of prestigious institutions.

Study and internships abroad

The degree in Economics and Management offers the opportunity to study abroad according to the agreements with several European universities, where students will be able to attend lectures and obtain credits.

Partners are selected among the most prestigious academic institutions in United Kingdom (University of Leicester), in Spain (Universidad Carlos III de Madrid, Universidad Complutense de Madrid, Universidad de Barcellona, Universidad de Salamanca, Universidad de Oviedo e Universidad de A Coruna), in France (Université de Cergy Pontoise), in Switzerland (Université de Fribourg) and other European countries.

The courses offered by partners include core subjects and disciplines of Economics and Management such as Management, Economics, Accounting, Marketing.

The choice of courses must be made by students before their departure in collaboration with the Erasmus tutor; the credits can be officially recognized and included in the curriculum at the end of the exchange period.

How to participate in Erasmus mobility programs

How to participate in Erasmus+ mobility programmes

The students of the University of Milan can participate in mobility programmes, through a public selection procedure.

Ad hoc commissions will evaluate:

- Academic career
- the candidate's proposed study programme abroad
- his/her foreign language proficiency
- the reasons behind his/her application

Call for applications and informative meetings

The public selection for Erasmus+ mobility for study generally begins around February each year with the publication of a call for applications specifying destinations and requirements. Regarding the Erasmus+ Mobility for Traineeship, the University of Milan usually publishes two calls a year enabling students to choose a destination defined by an inter-institutional agreement or to find a traineeship position on their own.

The University organizes informative meetings to illustrate mobility opportunities and rules for participation.

Erasmus+ scholarship

The European Union grants the winners of the Erasmus+ programme selection a scholarship to contribute to their mobility costs, which may be supplemented by the University funding for disadvantaged students.

Language courses

Students who pass the selections for mobility programmes can benefit from intensive foreign language courses offered each year by the University Language Centre (SLAM).

<https://www.unimi.it/en/node/8/>

Learn more at <https://www.unimi.it/en/node/274/>

For assistance, please contact:

International Mobility Office

Via Santa Sofia 9 (second floor)

Contacts: InformaStudenti

Student Desk booking through InformaStudenti

1st COURSE YEAR Core/compulsory courses/activities common		
Learning activity	Ects	Sector
Business Administration and Accounting	12	SECS-P/07
English Business Communication	9	L-LIN/12
Management	9	SECS-P/08
Mathematics	12	SECS-S/06
Microeconomics	12	(6) SECS-P/02, (6) SECS-P/01
Private Law	6	IUS/01
Total compulsory credits		60
2nd COURSE YEAR Core/compulsory courses/activities common		
Learning activity	Ects	Sector
Business Law	6	IUS/04

Macroeconomics	12	SECS-P/01
Principles of Accounting	12	SECS-P/07
Public Finance	9	SECS-P/03
Statistics	12	SECS-S/01
Total compulsory credits		51
Elective courses		
The student must choose 6 CFU (University Credits) between the following two courses:		
Business statistics	6	SECS-S/01
Statistics for Big Data for Economics and Business	6	SECS-S/03
3rd COURSE YEAR Core/compulsory courses/activities common		
Learning activity	Ects	Sector
Econometrics	6	SECS-P/05
European Union Law	6	IUS/14
Labour Law	6	IUS/07
Total compulsory credits		18
Elective courses		
The student must choose 9 ECTS between the following two courses:		
- Financial Markets and Institutions - Organization and Human Resources Management* * Please note that the course Organization and Human Resources Management (9 CFUs) will be available starting from the a.y. 2025/26.		
Financial Markets and Institutions	9	SECS-P/11
The student must choose 9 ECTS between the following two courses:		
- Economic History - Industrial Economy* * Please note that the course Industrial Economy (9 CFUs) will be available starting from the a.y. 2025/26.		
Economic History	9	SECS-P/12
Further elective courses		
Students must obtain 15 free choice credits with courses, that may be taught also in other bachelor degrees or in other faculties. To obtain these 15 free choice credits, the Teaching Committee suggests the courses not chosen from the pairwise alternatives proposed in the 2nd and 3rd year, or the courses listed on the web page https://ema.cdl.unimi.it/it/insegnamenti/attivita-scelta In addition to the 15 free choice credits, the student must compulsorily obtain 6 credits through an internship. Additional to these 15 CFU, the student must obtain 6 CFU through an internship.		
End of course requirements		
Final Exam	6	NN
Total compulsory credits		6

COURSE PROGRESSION REQUIREMENTS

For the Undergraduate Course in Economics and Management some courses are preparatory and the related exams must be passed before being able to take the final exams in other courses, as detailed below:

- Mathematics is mandatory for Statistics, Statistics for Big Data for Economics and Business, and Business Statistics.
- Statistics is mandatory for Econometrics.
- Microeconomics is mandatory for Public Finance.
- Economia aziendale e Accounting is mandatory for Analisi di bilancio.

The fulfillment of the Additional Learning Obligations (Obblighi formativi aggiuntivi - OFA) of the disciplinary entry requirements is propaedeutic to the second and third year exams.

Learning activity	Prescribed foundation courses	O/S
Econometrics	Statistics	Core/compulsory
Statistics	Mathematics	Core/compulsory
Statistics for Big Data for Economics and Business	Mathematics	Core/compulsory
Business statistics	Mathematics	Core/compulsory
Public Finance	Microeconomics	Core/compulsory
Principles of Accounting	Business Administration and Accounting	Core/compulsory