UNIVERSITA' DEGLI STUDI DI MILANO
PROGRAMME DESCRIPTION - ACADEMIC YEAR 2026/27
MASTER DEGREE
MANAGEMENT OF INNOVATION AND ENTREPRENEURSHIP (MIE)
(Classe LM-77 R)
Enrolled in a.y. 2025/2026

HEADING

Degree classification - Denomination and code:	LM-77 R
Degree title:	Dottore Magistrale
Curricula currently available:	
Length of course:	2 years
Credits required for admission:	180
Total number of credits required to complete programme:	120
Years of course currently available:	2nd
Access procedures:	Open, subject to entry requirements
Course code:	BBH

PERSONS/ROLES

Head of Study Programme

Prof.ssa Anita Quas

Tutors - Faculty

Prof.ssa Maria Letizia Giorgetti (Academic guidance tutor)
Prof.ssa Samantha Leorato (Academic guidance tutor)
Prof.ssa Giulia Miniero (Labs tutor)
Prof. Stefano Romito (Internship tutor)
Prof.ssa Michela Rancan (Erasmus and international mobility tutor)

Degree Course website

https://mie.cdl.unimi.it

Degree Course E-mail

Email: mie@unimi.it

Disability Referee

Prof.ssa Clodia Vurro

Student Registrar

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CHARACTERISTICS OF DEGREE PROGRAMME

General and specific learning objectives

The Master of Science (Laurea Magistrale, LM-77) in Management of Innovation and Entrepreneurship (MIE) of the University of Milan aims at providing students with theoretical knowledge and analytical tools to identify and develop entrepreneurial projects and exploit opportunities for innovation, change management, and organizational transformation.
The drivers of new business creation, the ability to identify business opportunities offered by the markets, the analysis of human, economic and financial resources needed to create and develop new projects represent key topics in the entrepreneurship field. Entrepreneurship and innovation are interwoven. Innovation is conceived in a broad sense, spanning from new knowledge generation to enter in new markets to the development of new products, processes and management approaches, based on innovative organizational solutions and competitive strategies.

Alongside the creation of new companies, the ability to innovate and seize the opportunities for investing in new markets by existing companies is a condition of success for the revitalization and expansion of more mature businesses.

The course structure is meant to strengthen the acquisition of knowledge and skills concerning the analysis and interpretation of business decision-making processes, with a specific focus on the design, implementation and evaluation of

entrepreneurial and innovation processes taking place in a variety of industrial sectors where goods and services are produced.

The program adopts an interdisciplinary approach to the study of entrepreneurship and innovation. It offers a deep understanding of management disciplines (management control, strategic planning, corporate finance, business planning, marketing, corporate sustainability), economic disciplines (industrial economy, economic history), legal disciplines (business law and intellectual property rights), and quantitative methods (data analysis tools, essential for decision making, financial resources acquisition and market forecasting). Students will acquire knowledge and skills useful to guide the entrepreneurial and innovation process both in newly founded entities and in already existing organizations.

The overall design of the program requires, in addition to classroom learning through lectures and exercises, the active participation of students in innovative and entrepreneurial projects throughout the entire course of studies (for instance through entrepreneurship laboratories), and further developed during the internship and in the preparation of the final thesis. Teamwork will be an integral part of the entire program, to promote critical and collaborative thinking, thus setting the basis for a unique learning opportunity. Opportunities to meet and work with professionals and companies will be provided and actively promoted.

To guarantee the connection with the job market, the program's governance is composed by a Teaching Committee and a Steering Committee which includes professionals in consulting firms, companies and non-profit organizations, banks and funds. Members of the Steering Committee are also involved in the program courses through business games, projects, joint laboratories, guest lectures and similar initiatives.

Expected learning outcomes

In accordance with the principles of European harmonization, knowledge and skills in terms of expected learning outcomes, acquired or developed by graduates of Management of Innovation and Entrepreneurship, are detailed below based on the system of Dublin descriptors:

A. Knowledge and understanding

Digital Innovation Curriculum: Graduates in Management of Innovation and Entrepreneurship with a curriculum in Digital Innovation will know and understand:
- the impact of digitalization and industry 4.0 across company functions, both at strategic and operational levels;
- the use of quantitative analysis tools to support business decisions, market and technological change analysis, with particular reference to the digitalization of business processes;
- the levels of complexity implicit in the management of highly uncertain contexts and the advanced techniques for business problem-solving.

Entrepreneurship Curriculum: Graduates in Management of Innovation and Entrepreneurship with a curriculum in Entrepreneurship will know and understand:
- the set of tasks and skills required for the development of entrepreneurial initiatives, as well as the complexity of the decision-making process and the need to dominate several functional, interdependent fronts;
- the opportunities and risks deriving from the launch of new initiatives, which can also make a fundamental contribution to the construction of solid career paths in various fields.
Particular emphasis will be given to the development of in-depth analytical skills, as well as to the comparison and discussion in small groups, and the development of new ideas. The learning outcomes are verified through final exams, drafting of individual reports and group work that simulate or reproduce real business conditions.

Finance for Innovation Curriculum: Graduates in Management of Innovation and Entrepreneurship with a curriculum in Finance for Innovation will know and understand:
- the challenges that start-ups and innovative companies face to raise financial resources from prospective investors, including banks, venture capital and private equity funds and secondary markets, and to manage those resources;
- the opportunities and risks associated with the fintech revolution;
- the financial dimensions relating to industrial and intellectual property (patents, trademarks, copyrights, know-how, etc.) and their analysis, valuation and implementation.
The above learning objectives are pursued through a wide range of teaching methods to meet different learning styles. While attending classes, students will be involved in activities in small groups, online discussion platforms, case study analysis, practical problem-solving activities, real case simulation, gaming and guest lectures with professionals.

B. Applying knowledge and understanding

Digital Innovation Curriculum: Graduates in Management of Innovation and Entrepreneurship with a curriculum in Digital Innovation will be able to apply acquired knowledge and understanding to:
- set the analysis of economic, managerial and financial variables to support business decisions in the digital era;
- carry out scenario analyses that allow the company to orient itself in the choices concerning technological, organizational and product innovation.

The learning objectives above are pursued through classroom teaching activities that constantly provide for a critical comparison on the various topics, the use of data and factual elements drawn from the company and the economic system as a whole; participation in company internships structured around specific training projects; in-depth individual and group activities. The learning outcomes are verified through exam tests, drafting of individual and group reports, reports on internship activities.

Entrepreneurship Curriculum: Graduates in Management of Innovation and Entrepreneurship with a curriculum in Entrepreneurship will be able to apply acquired knowledge and understanding to:
- develop new business projects with a strong innovative content, by means of plans and documents based on autonomous analyses;
- find the resources necessary to start up new business initiatives, with particular regard to the preparation of quality business plans.
Also in this case, emphasis will be given to strongly applied teaching methodologies and team work on real cases.

Finance for Innovation Curriculum: Graduates in Management of Innovation and Entrepreneurship with a curriculum in Finance for Innovation will be able to apply acquired knowledge and understanding to:
- make sophisticated investment decisions, including the value of intellectual property and of real options;
- collect external financial resources necessary for the development of innovative companies, and optimizing the capital structure.
Applied teaching methodologies and small-team work will be given the highest priority also in this case.

C. Making judgements

Graduates in Management of Innovation and Entrepreneurship will be able to use the knowledge acquired to express evaluations and make decisions in highly uncertain contexts, such as companies operating in the knowledge-based sectors.
In particular:
- on the strategic level, s/he will be able to make decisions concerning company long-term goals and competitive positioning;
- on the operational level, s/he will be able to make judgements about the sources and the quality of the data to be used to support decision-making processes;
- on the financial level, s/he will be able to value investment opportunities and financing options.
The objectives are pursued by promoting a pervasive inclusion, in the various training activities (classroom teaching activities, internships, preparation for the final exam), of case studies and simulations, moments of critical reflection on problems and field projects. The achievement of such learning outcomes is verified as part of the final evaluation of the different training activities.

D. Communication skills

Graduates in Management of Innovation and Entrepreneurship will be trained on the use of appropriate language and analytical knowledge, by working on the production of reports with the support of technological tools. In so doing, they will develop verbal and written communication skills, in public or within a group. Students will improve their ability to communicate about:
- Strategic decision at the different levels within a company;
- Financial and economic projections, scenarios, and results, related to specific investment opportunities and business plans.

These objectives are pursued through the inclusion of communication activities and case study, scenario or report presentations, within the various courses. The achievement of the learning objectives is verified through the assessment of the communication skills of the students demonstrated during the above-mentioned presentation activities.

E. Learning ability

Graduates in Management of Innovation and Entrepreneurship develop the ability to dynamically use the acquired problem-solving knowledge and to access various types of information sources (publications, databases, information available on the web, sources regulations), to:
- apply it systematically to subsequent personal and professional experiences;
- critically analyze data, information, experiences, also using quantitative tools to identify new research paths and explore new knowledge.
The objectives are pursued, in particular, through the preparation of autonomous in-depth studies applying the contents proposed in class and the internship report, as well as the preparation of the final exam. The achievement of the above objectives is verified as part of the final evaluation of the various training activities and of the Master thesis.

Professional profile and employment opportunities

Graduates in Management of innovation and Entrepreneurship will be able to apply acquired knowledge and skills in two related areas:
- within existing companies and organizations: in this context graduates can contribute to the design, valuation (from the

strategic, operational and economic perspective), development and implementation of innovative projects (for example: new product development, implementation of new production processes, new market entry);
- in the launch of new business initiatives (start-ups), where the graduate will be able to collaborate in the construction of the team, the fund raising, the development of the business ideas and their exploitation.

Combining entrepreneurial, managerial, economic and financial skills with sound knowledge of new product development and innovation management processes, the Master's Degree in Management of Innovation and Entrepreneurship trains professionals oriented both to craft and launch new entrepreneurial initiatives and to occupy project management positions for new product development and innovation management. Additionally, the Program provides solid evaluation skills to assess innovation projects, thus opening opportunities in both private organizations (management consulting firms, financial institutions) and public-sector organizations (development agencies and local partnerships).
The program is aimed at young people who want to embark on a managerial career oriented towards innovation themes, as well as those who want to start new business ventures.

Functions:
Business analysis and development; coordination and management of innovation projects; new business model development; entrepreneurs and social entrepreneurs; property rights consultants; financial analyst.

Skills related to the functions:
Ability to analyze and interpret sectoral and competitive dynamics; to design new initiatives within existing companies; ability to plan and start new business ventures; ability to raise and manage financial resources.

Employment opportunities:
Managers in national and international manufacturing and service companies, in large retailers; entrepreneurs; freelancers and consultant in the design and implementation of new initiatives in financial institutions (investment banks, venture capital and private equity funds).

Professional profiles:
- Specialists in marketing in the field of information and communication technology
- Specialists in the marketing of goods and services (excluding ICT)
- Management and control specialists in private enterprises
- Specialists in the acquisition of goods and services
- Market analysts

Initial knowledge required

Admission to the Master programme in Management of Innovation and Entrepreneurship requires:

1) Curricular requirements

A - an Italian degree (ex. DM 270 /04) of the following classes or an Italian degree (ex DM 509/99) in the subjects equivalents to those listed above.
L-16 Scienze dell'amministrazione e dell'organizzazione
L-18 Scienze dell'economia e della gestione aziendale
L-33 Scienze economiche

B - Candidates holding a different degree qualification can apply if they meet the following minimum requirements:
At least 24 CFU/ECTS in the areas of business/management, economics, mathematics, statistics, divided as shown here below:
- at least 12 CFU/ECTS in the area of business/management (SECS-P/07, SECS-P/08, SECS-P/09, SECS-P/10, SECS-P/11, ING-IND/35);
- at least 6 CFU/ECTS in the area of economics (SECS-P/01, SECS-P/02, SECS-P/03, SECS-P/06, SECS P/12);
- at least 6 CFU/ECTS in the area of mathematics and statistics (SECS-S/01, SECS-S/03, SECS-S/04, SECS-S/05, SECS-S/06, MAT/05, MAT/06, MAT/09);

The requirements must be met by the date of effective submission of the application for admission.

2) Proficiency in English

Proficiency in English at a B2 level or higher per the Common European Framework of Reference for Languages (CEFR) is required for admission.
The B2-level requirement will be ascertained by the University Language Centre (SLAM) upon admission as follows:
- Language certificate of B2 or higher level issued no more than three years before the date of admission application. You will find the list of language certificates recognized by the University at: https://www.unimi.it/en/node/39322. The certificate must be uploaded when submitting the online application;
- English level achieved during a University of Milan degree programme and certified by the University Language Centre

(SLAM) no more than four years before the date of admission application, including levels based on language certificates submitted by the applicant during their Bachelor's degree at the University of Milan. In this case the process is automatic, the applicant does not have to attach any certificates to the application;
- Entry test administrated by the University Language Centre (SLAM) according to the calendar published on the website: (https://www.unimi.it/en/node/39267/)
All those who fail to submit a valid certificate or do not meet the required proficiency level will be instructed during the admission procedure to take the Entry test.
Applicants who do not take or pass the Entry test will be required to obtain a language proficiency certificate recognized by the University (see https://www.unimi.it/en/node/39322) and deliver it to the SLAM via the InformaStudenti service by the deadline fixed for the master's programme (https://www.unimi.it/en/node/39267/).
Applicants who do not meet the requirement by said deadline will not be admitted to the master's degree programme and may not sit any further tests.

3) Personal competencies and skills: assessment criteria

Minimum curricular requirements are necessary yet not sufficient conditions for admission. Candidates will be also evaluated on the basis of personal competencies and skills by an Admission Board appointed by the Faculty Board (Collegio Didattico).
Assessment of personal competencies and skills will be ascertained in two subsequent stages. First, candidates will take a written online admission test, held in English language. Detailed description of the test content, dates and organization will be provided on the website of the master program, 'Application' section. Candidates who do not sit or reach the minimum level required by the Admission Board in the admission test will not be further evaluated and cannot sit further tests.

Non-EU visa applicants must necessarily take the compulsory online admission test by the first available session immediately following the deadline for visa seekers' applications at the very latest, under penalty of exclusion.

For candidates who reach the minimum level in the admission test and meet the compulsory curricular requirements, the Admission Board will further evaluate their personal competencies and skills based on academic merit and choice coherence. Academic merit relates to the quality of the previous degree as well as the average grade obtained in the bachelor program. Grades obtained in Bachelor business/management, mathematics and statistics courses could also be evaluated to assess candidates? academic merit. Choice coherence relates to coherence between the academic and professional curriculum of the candidates and the learning objectives of the Management of Innovation and Entrepreneurship degree programme.
To allow the Admission Board to assess academic merit and choice coherence, each applicant must submit at time of application:
- a detailed curriculum vitae (it refers to study and work experience and any relevant achievements);
- a detailed study plan of the bachelor program, with the list of exams taken and relative grade, as well as average grade obtained and final degree.
Failing to provide the compulsory documentation will result in the exclusion from the selection procedure.

The Admission Board reserves the possibility to request the applicant an oral interview for admission, held in English language and exclusively done via electronic devices. The interview is aimed at further verifying the skills as mentioned above.

Applicants must obtain the bachelor degree by 31st December 2025.

Compulsory attendance

No obligation, strongly recommended.

Internship criteria

Students may take part in an internship lasting at least 150 hours in order to gain 6 ECTS. More information available here: https://mie.cdl.unimi.it/en/study/stage-and-internship

Degree programme final exams

Having earned at least 105 credits for the learning activities contemplated by his/her study plan, a student may be admitted to undertake the final exam leading to the award of the master's degree. The final exam consists in the submission and public discussion, in front of a committee, of a Master's dissertation. The Master's dissertation is an original piece of work, written by the candidate under the guidance of a supervisor. A total of 15 credits are reserved to the design, preparation and writing up of the Master's dissertation. The formal assignment of these credits can only take place at the moment when the dissertation is completed and discussed, and the final exam is passed.

Notes

Among the electives, those who do not hold an Italian high school diploma or degree can obtain 3 credits in Additional language skills: Italian by demonstrating A2 level in Italian per the Common European Framework of Reference for Languages (CEFR). This level can be assessed in one of the following ways:

- by submitting a certificate of A2 or higher level issued no more than three years prior to the date of submission. You will find the list of language certificates recognized by the University at: https://www.unimi.it/en/node/349/). The language certificate must be uploaded through the dedicated Platform: http://studente.unimi.it/uploadCertificazioniLingue;
- by an entry-level test administrated by SLAM that can be taken only once and is compulsory for all students who do not have a valid language certificate. Those who fail to reach A2 level will have to attend one or more than one 60-hour Italian course(s) geared to their level. Those who do not take the entry-level test or fail to pass the end-of-course test after six attempts will have to obtain language certification privately in order to earn the 3 credits of Additional language skills: Italian.

As an alternative, they can modify their course programme by choosing a different elective.

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 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 organisations.

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

The University of Milan is a member of the 4EU+ European University Alliance that brings together eight public multidisciplinary universities: University of Milan, Charles University of Prague, Heidelberg University, Paris-Panthéon-Assas University, Sorbonne University of Paris, University of Copenhagen, University of Geneva, and University of Warsaw. The 4EU+ Alliance offers integrated educational pathways and programmes to promote the international mobility of students (physical, blended and virtual).

Study and internships abroad

Students enrolled in MIE program can spend a study period above as part of the Erasmus+ Programme, to take courses, sit exams and/or conduct research on their master's dissertation. The study abroad period, which lasts from three to 12 months, allows access to the teaching and research facilities of European Universities. Once students return to Italy, they receive academic recognition for the activities successfully conducted abroad.

The list of available opportunities and destinations is updated every year. Students may refer to the following page to learn more: https://mie.cdl.unimi.it/en/study/study-abroad

Course selection is finalized prior to departure together with the student mobility representative of the degree course. Credits obtained are officially recognized at the end of the exchange period and included in the study plan.

Students can also join the traineeship programme (Placement), by going abroad from 2 up to 12 months, starting their traineeship from the first year of study. For a traineeship which is an integral part of the curriculum, the sending institution must give full academic recognition for the period spent abroad. For a traineeship that is not part of the curriculum of the student, the sending institution shall provide recognition at least by recording this period in the Diploma Supplement or, in the case of recent graduates, by providing a traineeship certificate.

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 organises 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)
Tel. 02 503 13501-12589-13495-13502
Contacts: InformaStudenti;
Student Desk booking through InformaStudenti

1st COURSE YEAR (disactivated from academic year 2026/27) Core/compulsory courses/activities common to all curricula

Learning activity		Ects	Sector
Advanced Industrial Organization		6	SECS-P/06
Business and Commercial Law		6	IUS/04
Business History		6	SECS-P/12
Corporate Finance		6	SECS-P/09
Management of Innovation		9	SECS-P/08
Performance Management and Control Systems		9	SECS-P/07
Quantitative Methods		12	(6) SECS-S/01, (6) SECS-S/03
	Total compulsory credits	54	

Further elective courses common to all curricula

Students must get 6 CFU/ECTS either through an internship or lab attendance (please check: https://mie.cdl.unimi.it/en/study/internship)
Foreign students with insufficient knowledge of the Italian language can obtain 3 CFU/ECTS for "Additional language skills: Italian" (A2 level) (please check: https://mie.cdl.unimi.it/en/courses/italian-language-foreigners-tests-and-courses)

Additional Language Skills: Italian (3 ECTS) *Optional, for foreign students holding a foreign qualification*	3	NN

Students must get 9 CFU/ECTS by choosing one or more elective activity/ies from Master degree programmes. It is suggested to choose among MIE, MEF, EPS and DSE courses.

End of course requirements common to all curricula

Final Exam		15	NN
	Total compulsory credits	15	

ACTIVE CURRICULA LIST

DIGITAL INNOVATION Course years currently available: 2nd
ENTREPRENEURSHIP Course years currently available: 2nd
FINANCE FOR INNOVATION Course years currently available: 2nd

CURRICULUM: [BBH-A] DIGITAL INNOVATION

2nd COURSE YEAR Core/compulsory courses/activities Curriculum-specific features DIGITAL INNOVATION

Learning activity		Ects	Sector
Data-driven Innovation Management		9	(4) SECS-P/08, (5) SECS-P/10
Digital Marketing and Innovation		9	SECS-P/08
Innovation in Marketing Channels		9	SECS-P/08
Strategies and Tools for Industry 4.0		9	SECS-P/08
	Total compulsory credits	36	

CURRICULUM: [BBH-B] ENTREPRENEURSHIP

2nd COURSE YEAR Core/compulsory courses/activities Curriculum-specific features ENTREPRENEURSHIP

Learning activity		Ects	Sector
Advanced Strategic Management		9	(5) SECS-P/08, (4) SECS-P/07
New Business Start-Up		9	SECS-P/08
Property Rights: Legal Aspects		9	IUS/04
Sustainability and Social Entrepreneurship		9	SECS-P/08
	Total compulsory credits	36	

CURRICULUM: [BBH-C] FINANCE FOR INNOVATION

2nd COURSE YEAR Core/compulsory courses/activities Curriculum-specific features FINANCE FOR INNOVATION

Learning activity		Ects	Sector
Advanced Corporate Finance		9	SECS-P/09
Managing and Evaluating Intellectual Property Rights		9	(4) SECS-P/09, (5) SECS-P/08
Sustainable Finance		9	SECS-P/11
Venture Capital and Private Equity		9	SECS-P/09
	Total compulsory credits	36	