

Science & Management modules*

Academic Year	Course Title	Hours	Weeks
1st	Innovation Module	104	3 weeks
	HR management	16	
2nd	Principles of Accounting	16	3 weeks
	Leadership	16	
	Project Management	40	
	Public Speaking	16	
	Financial Modelling	16	
3rd	MOOCs	20+	Up to 2 weeks
	Coaching	5	
	Mentoring	10+	
Post Ph.D. modules	Negotiations	16	9 weeks
	Sales	16	
	Digital Transformation	8	
	Management Accounting	40	
	Macroeconomics	16	
	Geo-politics Scenarios	16	
	Board of Directors	16	
	Investments	24	
	Marketing	56	
	Interprocess management	40	
	Corporate Finance	32	
	Management of Services	16	
	Strategy	16	
	Organization & Performances	16	
	Operations management	16	
Safety	16		

**the list of courses may vary over the time depending on the new needs of the market.*

1st year

Innovation module

The objective of the innovation module is to learn how to apply design thinking and lean startup methodologies to deal with the unsteady path of innovation.

HR Management

Understanding the strategic role of Human Resources within organizations, learning how to structure the evaluation of employee performance.

2nd year

Principles of Accounting

The course gives a preliminary introduction on the principles of Accounting and application of accounting tools, helping understand a balance sheet for the purpose of company assessment and valuation, with a focus on Italian legislation on the subject.

Leadership

Each MBA candidate should individuate a managerial skills model and realize what is the leadership style that suits better for them. In fact as for private life, also the professional life consists of relationship, where the essential factor is the quality of human relationships. The course aims to develop in each candidate the relational intelligence and the virtuous circle of emotional maturity and empathy.

Project Management

Addressing how to manage accordingly resources and activities in a project life cycle is vital for each company or institution. The fellows will understand in deep the planning and analysis of the various passages of a project: start-up, planning, execution, performance monitoring, closure, including as a core part also Risk Management techniques and tools for coordinating projects.

Public Speaking

In the course fellow will learn how to manage stress and to define accordingly posture, body language, pause; defining a speech structure and language in front of an audience, with suggestions on how to coordinate accordingly a power point presentation.

Financial Modelling

Corporate finance application through the management of highly complex excel worksheets. Understanding how to develop effective Business plan for company valuation and for start-up operations or debt restructuring operations.

3Rd year

MOOCs

The MOOCs will be selected and customized depending on the fellow's specialization and on his/her areas of improvements.

Coaching

The coaching activity accelerates the growth of the individual allowing him to focus more effectively and consciously on the objectives to be achieved and the consequent choices to be made. During the 3rd year of sMBA program each fellow will have access to 2 group meetings and 2 individual meetings with a specialized coach.

Mentoring

During the 3rd year of sMBA program each fellow will be connected to an individual mentor selected from the CDI Alumni network. Mentors will provide Mentees with advice on how best to set up the professional path that will allow them to express their talent as much as possible.

Post-Ph.D. modules

Negotiation

In this course each MBA Candidate will understand how to increase the probability of success during negotiations and business meetings, learning how to relate with others parties involved in the different type of transactions and with which they might encounter and, with a particular focus on how to ask and how to reply according to the person they have in front.

Sales

Structuring a sales proposition of an existing or of new business idea is fundamental, in particular with the final object of management of rapid changes in business and organizational models. The course aims to define a sales strategy within the company and how to plan pricing accordingly, according also to the new trends occurring within corporates.

Digital Transformation

The aim of the course is to cover issues relating to the digitalization processes of companies operating in different sectors, providing an approach to cover the management of information and communication technology, infrastructure and systems, strategic planning and the governance of ICT.

Management Accounting

Definition, construction and interpretation of accounting tools: the income statement, the balance sheet and the cash flow statement and application with real industry cases.

Macroeconomics

Understanding macro-economics factors for large groups and economic aggregates, with the aim of identifying their systemic behaviours; focus on recent trends, political choices and how central institution effects corporate businesses choices.

Geo-politics scenarios

Starting from the 2009-2011 crisis, deep analysis on causes-effects processes, passing from the Italian to the European economic and political situation. The final aim of the course is to define how the economy is influenced and consequently influences the business dynamics.

Board of Directors

Understanding what is going on when different stakeholders act together in statutory meetings, with the final purpose of developing the strategic choices of a company.

Organization & Performance

Learning how to build a personal career strategy, considering yourself also as part of a personal project plan, a business. Understanding how to recognize and listing the main parameters to optimize a business and recognizing the main questions to ask yourself in carrying out a business, with the final objective to increase the business and personal performances.

Investments

This module will focus on the principles of Investment analysis and definition of fundamental financial law for the purpose of investments comparison and valuation, while the second part will focus on pricing of financial instruments, option & derivatives, mutual funds studies and as portfolio allocation.

Marketing

Defining a winning marketing strategy, from the analysis of the context to the definition of practical steps: applications will focus on real cases in the aviation and telephone industry. Focus on consumer segmentation, including building a strong and valuable brand and learning how to perform quantitative and qualitative research.

Interprocesses management

The importance of communication, relationships and the role of stakeholders on how to prioritize and obtain a competitive advantage over time. The best practices to be adopted within different types organization.

Corporate Finance

Definition of financial valuation models applied to real cases companies. Include also review of corporate and financial strategy, mergers and acquisitions, venture capital, financial markets, corporate ownership and governance.

Management of Services

The diffusion of service companies in the current economic scenario and their differentiation with respect to manufacturing companies. Understanding of the structure, logic and dynamics of service companies for successful collaboration and integration with production companies.

Strategy

Focus on the knowledge, definition and application of an action plan elaborated by the management of the company for the purpose of running the ordinal business activities of the company, through models such as the Porter Model and with the aim to define the unique value proposition of a company.

Operations

The course provides an understanding of how operations management (OM) relates to different processes within the company. MBA Candidates will learn to observe and analyze how and organization continuously improve the systems that deliver goods and services through OM tools such as process flow diagrams, lean management and decision trees.

Safety in workplaces

This module will focus on the fundamentals of occupational health and safety and risk assessment in the workplace and your working environment.