

## **Master in Business Administration (MBA)**

### **COURSE DESCRIPTION**

The MBA is a 12-month full time programme covering a full range of general management issues. It will run from January to December 2013 and it will involve two types of activities:

- 50 Credits: Lectures/Business Game – to be held in Pisa.
- 12 Credits: Master Thesis. It can be either a research project or an internship-based project.

### **COURSE CONTACTS**

#### **Director of the MBA**

#### **Marco Allegrini**

To request more info:

MBA Admissions Team

Simona Italiano

Email: [mba@ec.unipi.it](mailto:mba@ec.unipi.it)

WEB SITE: <http://mba.master.unipi.it/programme>

### **ENTRY REQUIREMENTS**

- A university degree.
  - reference letters.
  - If English is not your first language, proficiency in English both spoken and written (TOEFL/IELTS is recommended, but may be substituted with a test administered by the University of Pisa).
- Anyhow, the knowledge of English is verified as well during the motivational interview.
- 1 or 2 years of work experience at least.

The next in-take starts on January 2014.

The selection process starts on 15th March 2013 and ends in November 2013. The two-step selection process usually lasts 4 weeks after all documents are received. The first step is a pre-selection on the basis of the documents sent. If the Prospective Student is considered suitable, a second step is carried out with an interview with the Admission Committee.

Applications are examined on a rolling basis. Due to the high number of applications, applications received earlier have a greater chance to be admitted.

There are 3 deadlines to apply:

- 1) 15 May 2013;
- 2) 15 July 2013;
- 3) 15 October 2013;

The tuition fee is EUR 8.000.

## **STUDY PLAN**

TERM I (January-July 2013)

- Introduction to management
- Team-building and personal development
- Financial reporting and analysis
- Marketing principles
- Organizational behaviour and human capital
- Corporate finance
- Financial markets
- Cost management
- Budgeting and management reporting
- Marketing management
- Auditing

- Corporate governance
- Strategy
- Entrepreneurship
- Doing business in emerging economies
- BUSINESS GAME - Entrepreneurship/Strategy/Innovation (April - July)

TERM II (August-December 2013)

- Master Thesis

## **International Semester**

### **Master Degree "Storia e Civiltà" - International Semester**

#### **AIMS**

From October 2012 the Master Degree "Storia e Civiltà" offers a series of courses taught in English, which can be attended by both foreign students and Italian students who wish to improve their language skills. The aim of these academic courses is to encourage the circulation of historical knowledge and to extend the scientific debate produced in Italy beyond its frontiers, through a language of greater access.

The courses begin in the first semester of the academic year and are addressed to foreign students who are experiencing a brief stay at our University (Erasmus students) and to foreign students matriculated at Pisa University who, while learning the Italian language, wish to accelerate their university career. The courses are also open and encouraged for Italian students who would like to profit of this opportunity for future research and work experiences.

## **COURSE DESCRIPTION**

This learning program includes a range of courses for a minimum of 30 credits per year, corresponding to a semester of activity in English language. Students who are interested in this program are completely free to choose how many and which courses they wish to attend. At the beginning of the academic year interested students will be asked to register for the courses that they intend to follow. Active participation of the students in these seminar style courses is both encouraged and expected. For the final exam students may be asked to write essays.

WEB SITE: [http://www.unipi.it/english/students/academics/storia.htm\\_cvt.htm](http://www.unipi.it/english/students/academics/storia.htm_cvt.htm)

## **ENTRY REQUIREMENTS**

Attendance of a course and passing the final exam will appear in the Degree certificate of the student and will be a qualification for their curriculum vitae.

## **STUDI PLAN**

The Modern Italian Political Cultures, from Risorgimento to the Republic (XIX-XX Centuries) (6 credits)

History of Modern and Contemporary China (6 credits)

Italian and European Renaissance (6 credits)

European Medieval History (6 credits)

Globalization and Development (6 credits)

Ancient and Modern Empires. The Comparative Approach, Alexander the Great, Augustus. (12 credits)