



Decree Index no. 6121 Prot. no. 155905
Date 28/06/2022
Title III Class V
UOR SEMFC

HAVING REGARD TO the Statute of the Politecnico di Milano;
HAVING REGARD TO M.D. no.509 of 3.11.1999;
HAVING REGARD TO M.D. no. 270 of 22.10.2004;
HAVING REGARD TO the University's General Regulations;
HAVING REGARD TO the Politecnico di Milano Master regulations, issued with R.D. no. 2235 of 05.08.2013;
HAVING OBTAINED the favorable opinion of the Academic Senate at its meeting of 20.06.2022, regarding the establishment and activation of Master proposals, including the 1st level Specializing Master in "GLOBAL LUXURY GOODS AND SERVICES MANAGEMENT";

HEREBY DECREES

The 1st level Specializing Master in "GLOBAL LUXURY GOODS AND SERVICES MANAGEMENT" has been established and activated for the years 2023/2024.

ARTICLE 1 **Features of the Master course**

The 1st level Specializing Master in "GLOBAL LUXURY GOODS AND SERVICES MANAGEMENT" has been established and activated at the Department of Management, Economics and Industrial Engineering.

The course is delivered by the POLIMI Graduate School of Management (MIP Politecnico di Milano Graduate School of Business) Società Consortile per Azioni. The School of reference is the School of Industrial and Information Engineering.

The Master Director is Professor Alessandro Brun.

The Master Commission is made up by:

- Prof. ALESSANDRO BRUN - POLITECNICO DI MILANO
- Prof. FEDERICO FRANCESCO ANGELO CANIATO - POLITECNICO DI MILANO
- Prof. FEDERICO FRATTINI - POLITECNICO DI MILANO
- Prof. RICCARDO MANGIARACINA - POLITECNICO DI MILANO
- Prof. GIOVANNI MIRAGLIOTTA - POLITECNICO DI MILANO
- Prof. GIULIANO NOCI - POLITECNICO DI MILANO
- Prof.ssa MARGHERITA EMMA PAOLA PERO - POLITECNICO DI MILANO
- Prof. STEFANO RONCHI - POLITECNICO DI MILANO
- Prof. ANDREA SIANESI - POLITECNICO DI MILANO
- Prof.ssa SILVIA ELVIRA MARIA PIARDI - POLITECNICO DI MILANO
- Prof. FABRIZIO MARIA PINI - CONSULENTE ESTERNO
- Prof. N. JAIN - S P JAIN SCHOOL OF GLOBAL MANAGEMENT
- Prof. S. JAIN - S P JAIN SCHOOL OF GLOBAL MANAGEMENT
- Prof. ALBERTO PORTIOLI STAUDACHER - POLITECNICO DI MILANO

ARTICLE 2
Training objective and employment opportunities

The master is looking for a target group of predominantly Indian young graduates who want to work within the luxury sector having the objective of training professionals with different technical and managerial skills necessary to operate in such field on today. The course is delivered jointly with SP Jain School of Global Management, an international business school with four campuses located in Dubai, Mumbai, Singapore and Sydney and listed internationally. The master, entirely delivered in English, taking place in Mumbai and in Milan, offers students a truly international experience, an essential dimension for successfully operating in this industry. Furthermore, close collaborations with the industrial world, both through professional associations and companies, aims at combining theoretical and practical knowledge, and, in addition, it will offer students an additional opportunity to learn different declinations of the luxury management brand through the organization of study-tours (Doing Business in ...) in Europe, focused on some specific industry of luxury (i.e. champagne, watches, automotive).

The master is aimed at all those who have the aspiration to become Professionals in Luxury Companies or young entrepreneurs in the field of luxury.

The first semester will be held at SP Jain School of Global Management, campus of Mumbai (India), while the second will take place at MIP in Milan.

The Master will be delivered in English.

ARTICLE 3
Teaching content and organization

The Specializing Master course will begin in **April 2023** and will end in **April 2024**.

Market analysts and business experts agree that luxury companies perform better than others even in troubled times. The reason is their ability to fill the need for the “exceptional” expressed by a growing number of consumers around the world. In order to respond to this request, luxury companies need excellent and well-prepared professionals: General Management skills combined with a deep knowledge of specific sector dynamics, all complemented by excellent interpersonal and intercultural management skills. Helping companies in the luxury goods and services sector to develop such profiles requires the construction of a specialized training path, tailor-made to the specificities of the luxury industry, which combine general management contents with a number of courses and topics not generally treated in traditional general management programs.

SSD	Teaching	Total hours of activity	ECTS
ING-IND/17-35	Introduction to the Luxury sector	75	3
ING-IND/35	Introduction to Luxury in Emerging Markets	75	3
ING-IND/35	Digital Marketing & New Media	75	3
<i>Non applicable</i>	Quantitative Tools for Managers	75	3
ING-IND/35	Accounting and Finance	75	3
ING-IND/35	Marketing and Strategy	75	3
ING-IND/17-35	Operations and Supply Chain Management	75	3
ING-IND/17-35	Luxury retail management and distribution I	50	2
ICAR/13; ING-IND/17; ING-IND/35	Brand creation and portfolio management	125	5
ING-IND/17; ING-IND/35	Luxury retail management and distribution II	75	3
ICAR/13; ING-IND/17; ING-IND/35	Design and Innovation Management	125	5
ICAR/13; ING-IND/17; ING-IND/35	Luxury Operations Management	50	2

ING-IND/17; ING-IND/35	Quality in Luxury Services	62,5	2,5
<i>Non applicable</i>	Industry Perspective on Luxury	112,5	4,5
	PROJECT WORK	375	15
	TOTAL	1.500	60

ARTICLE 4

Admission requirements

This Master program is designed for graduated candidates holding Bachelor or Master of Science degree, preferably in engineering, economics or others. For foreign applicants, equivalent academic qualifications will be considered in the related study systems.

SP Jain School of Global Management is in charge of the recruitment process.

ARTICLE 5

Formalities

The application may be submitted from the day following the date of this Decree and **within February 28, 2023.**

*** Italian/foreign citizens with educational qualifications obtained in Italy**

- Self-certification concerning personal identity (surname and name, date and place of birth, nationality and residence)
- copy of the identity document
- copy of the Diploma Supplement or photocopy of the laurea qualification and certificate with the list of exams taken for graduate students of the Old Educational System

*** Italian/E.U. citizens with a qualification obtained abroad**

- Self-certification concerning personal identity (surname and name, date and place of birth, nationality and residence)
- copy of the identity document
- Photocopy of the academic qualification obtained, with a certificate showing the scores obtained in each exam or Diploma Supplement (**upon enrolment, the on-site Value Declaration issued by the Italian Representation abroad competent for the territory or certification issued by the Enic/Naric Centres**)

The admission application must show the declaration. "I authorize this University, pursuant to EU Regulation n. 2016/679 regarding the protection of personal data, the personal data processing for the sole purposes related to the admission, enrolment and management of the master, and in any case, I allow to disclose personal information to third parties and in particular:

- to public and private Bodies for possible recruitments;
- to training programme providers; to the Bank Treasurer of Politecnico for services connected to taxes;
- to bodies managing honor loans, accommodation, flexible employment contracts, cultural, recreational and/or sport activities.
- It also authorizes the use of data for statistical purposes in compliance with the procedures and authorizations required by the aforementioned legislation.

The whole information on data processing and rights of the interested party is available on the web site www.polimi.it/privacy

The documentation is available electronically at: www.spjain.org/programs/postgraduate/mgluxm/admissions

The documents must be sent to:

SP Jain School of Global Management

28007 Mumbai (India)

Pursuant to Article 75 of Presidential Decree 445/2000, if the Administration finds, on the basis of appropriate checks, an untruthful content on declarations provided by the candidate, the declarant does not have the benefits eventually obtained by the provision issued on the basis of the untruthful declaration.

*** Non-E.U. citizens with a qualification obtained abroad**

Non-EU foreign citizens must submit to the Institution:

- **copy of qualification** in original language and the related translation into Italian/English/French or Spanish
- **copy of transcripts** with the list of exams in original language and the related translation into Italian/English/French or Spanish or **Diploma Supplement**
- **copy of valid passport**

At least 30 days before the closing date for registration, as indicated in this article.

The Institution sends all the documents listed above for the evaluation of the qualifications, for the purposes of participation in the Specializing Master, to Politecnico di Milano, **Corporate & Continuing Education Unit, within the deadline of this call**, according to the provisions of the MIUR/MAE note "Procedures for access, stay and registration of visa applicant students for higher education programmes in Italy for the academic year 2020/21".

The Corporate & Continuing Education Unit communicates the acceptance of the student and the outcome of the access tests, where required, to the competent Representations, for completion of the documentation related to the qualification, required for the issue of the Entry Visa.

After confirmation of acceptance by the University, the candidates submit their qualification to the Diplomatic Representation, for the required consular acts.

ENROLMENT METHOD:

Students admitted to the Master's programme must create access credentials to Politecnico di Milano's online services using the following website www.polimi.it They must then enter their data and create a person code, attaching a valid identity document (passport for non-EU citizens), and communicate their person code to the Master's programme Manager. Registered students will have to update their personal data, if it is obsolete.

Keep portal access credentials for later access to Politecnico di Milano services. Lost access credentials can be autonomously restored or with ticket OTRS.

Politecnico creates a temporary student identification number to allow the student to pay the enrolment stamp online.

An Italian degree is self-certified by completing the appropriate form provided by the Managing Authority. A degree obtained abroad must be documented by presenting a **declaration of value (DOV)** issued by the Italian Representations abroad (Italian Embassy or Consulate) on letterhead complete with its original stamp **or a certificate issued by the Enic/Naric Centres.**

In addition to the above documentation, **non-EU citizens, must upload a copy of a valid residence permit on their online services personal data record.**

ARTICLE 6

Certifications and awards

CERTIFICATION ISSUED

After completing the course and on passing the final exam, the 1st level Specializing Master in “Global Luxury Goods and Services Management” certification will be issued, in English.

Students admitted to the final exam of the Master will pay the stamp through the online services of Politecnico di Milano, in order to take the exam.

STUDENT OBLIGATIONS

Attendance is compulsory for at least 75% of the course activities.

Withdrawal from the course must be submitted in writing. The training period cannot be suspended for any reason. It is not possible to simultaneously enroll for another Master or study course offered by an Italian university.

METHOD OF VERIFICATION

The final exam will be a project work defense.

ARTICLE 7

Tuition fees and contributions

The total cost of this Specializing Master is € **16,000.00**, divided into:

- Enrolment tax to the Politecnico di Milano € **500,00**
- MIP share € **7,500.00** (enrolment tax included)
- SP Jain School share € **8,500.00**

The contribution for enrolment in the Politecnico di Milano will not be returned under any circumstances.

Early-bird and merit-based scholarships Scholarships are available to partially cover the participation fee, as well as subsidized interest rate loans and loans of honor offered by affiliated credit institutions.

Tax and registration fee can be paid to the current account number:

CCN 000010025X55 - to MIP Politecnico di Milano - CIN L - ABI 05696 - CAB 01620 - IBAN IT02 L056 9601 6200 0001 0025 X55 - made out to MIP Politecnico di Milano - Graduate School of Business Società Consortile per Azioni - at Banca Popolare di Sondrio - Branch n. 21 - Via E. Bonardi n. 4 at Politecnico di Milano

Stating as reason ID 2412 MU1 Global Luxury Goods - SP Jain.

ARTICLE 8

Data Treatment

The University, pursuant to EU Regulation n. 2016/679 regarding the protection of personal data, uses the personal data processing for the sole purposes related to the admission, enrolment and management of the master, and in any case, I allow to disclose personal information to third parties and in particular:

- to public and private Bodies for possible recruitments;
- to training programme providers; to the Bank Treasurer of Politecnico for services connected to taxes;
- to bodies managing honor loans, accommodation, flexible employment contracts, cultural, recreational and/or sport activities.
- It also authorizes the use of data for statistical purposes in compliance with the procedures and authorizations required by the aforementioned legislation.

The whole information on data processing and rights of the interested party is available on the web site www.polimi.it/privacy

ARTICLE 9
Advertisement

This Decree is published on the Politecnico di Milano website at the page <https://www.polimi.it/corsi/masteruniversitari-e-corsi-post-laurea/>

FOR CLARIFICATIONS AND FURTHER INFORMATION, PLEASE CONTACT:

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The Rector
(Prof. Ferruccio Resta)
Signed Ferruccio Resta