HAVING REGARD to the Statute of Politecnico di Milano;
HAVING REGARD to Directorial Decree of 3.11.1999, n.509;
HAVING REGARD to Directorial Decree of 22.10.2004, n. 270;
HAVING REGARD to the Educational Rules of University;
HAVING REGARD to the University Master's Regulation of Politecnico di Milano enacted with Rectoral Decree n. 2235 of 05.08.2013;
HAVING ACQUIRED the favourable opinion of the Academic Senate in its meeting of 20.06.2022, regarding the organization and activation of Specializing Masters, among which the 1st level Specializing Master “Master of Business Administration”.

HEREBY DECREES

That the 1st level Specializing Master “Master of Business Administration” is set up and activated for the years 2023/2025.

ARTICLE 1
Master features

At the Department of Management, Economics and Industrial Engineering, the 1st level Specializing Master “Master of Business Administration” is set up and activated.

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

The Head of the Specializing Master is prof. Giancarlo Giudici, co-director is Daniel Trabucchi.

The Specializing Master Programme Commission is made up by:

- Prof. RAFFAELLO BALOCCO - POLITECNICO DI MILANO
- Prof.ssa RAFFAELLA CAGLIANO - POLITECNICO DI MILANO
- Prof.ssa EVILA PIVA - POLITECNICO DI MILANO
- Prof. FEDERICO FRATTINI - POLITECNICO DI MILANO
- Prof. PAOLO MACCARRONE - POLITECNICO DI MILANO
- Prof. DAVIDE CHIARONI - POLITECNICO DI MILANO
- Prof.ssa ANTONELLA MARIA MORETTO - POLITECNICO DI MILANO
- Prof. ROCCO ROBERTO MOSCONI - POLITECNICO DI MILANO
- Prof. ALBERTO PORTIOLI STAUDACHER - POLITECNICO DI MILANO
ARTICLE 2
Educational objective and job opportunities

At a time increasingly characterized by globalization, product and service diversification, and the development of new technologies and work methods, innovation and skills have become key factors of corporate success. Such an evolving scenario requires the Management class, across all levels and organizational functions, to be capable of addressing strategic and operational decisions in line with an integrated view of the general objectives of the enterprise in which he or she operates.

The course aims to develop management and innovation-oriented skills, alongside the participants' specialist expertise, technical or otherwise. In this way, the course allows students to acquire an integrated and cross-functional management culture that is difficult to build through work experience alone.

The course will be held in English.

ARTICLE 3
Content and organization of training activities

The Specializing Master will start in October 2023 and will end in July 2025.

The Part Time International MBA is designed to meet the managerial training needs of technical, economic and humanistic graduates who have already entered the work world and who feel the need to pursue continuous improvement, acquiring the knowledge and skills required to fill management positions within industrial and service companies.

<table>
<thead>
<tr>
<th>Teaching</th>
<th>SSD</th>
<th>ECTS</th>
<th>Total hours of activity</th>
</tr>
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<tr>
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<td>Business Statistics</td>
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<td>62,5</td>
</tr>
<tr>
<td>Ict Management</td>
<td>ING-INF/05 e ING-IND/17</td>
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<td>50</td>
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<tr>
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<td>ING-IND/35</td>
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<td>62,5</td>
</tr>
<tr>
<td>Financial valuation</td>
<td>ING-IND/35</td>
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<td>62,5</td>
</tr>
<tr>
<td>Innovation Leadership</td>
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<td>1,5</td>
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</tr>
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<td>Marketing Management</td>
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<td>62,5</td>
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<td>Omni-channel Marketing</td>
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<td>Operations Management</td>
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<tr>
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<tr>
<td>Management – Decision Making</td>
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<tr>
<td>Project Management</td>
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<td>2</td>
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<tr>
<td>Strategy</td>
<td>ING-IND/35</td>
<td>3</td>
<td>75</td>
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<tr>
<td>Supply Chain Management &amp; Purchasing</td>
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<td>Innovation Strategy</td>
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<td>Personal window</td>
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</tbody>
</table>
ARTICLE 4  
Requirements for participation

The Specializing Master is reserved to candidates with a Laurea (equivalent to Bachelor of Science) or Laurea Magistrale/Specialistica (equivalent to Master of Science) who have a work experience of over 3 years and who cannot attend a full-time programme in compliance with their work position. For foreign candidates, equivalent academic qualifications in the related academic fields will be evaluated. The selection is made by the Commission.

ARTICLE 5  
Formal fulfilment

The admission application must be presented in one day from the day after the date of this Decree and within October 15, 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/U.E. 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: https://www.applyformasters.net/

The documents must be sent to:

POLIMI Graduate School of Management
Via Lambruschini, 4C - Building 26/A
20156 MILANO (MI)
Phone: +39 0223992820
Fax: +39 0223992844
email: infoemba@gsom.polimi.it
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-U.E. 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 2021/22".

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](http://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
Qualification and recognitions

CERTIFICATION ISSUED
At the end of the programme, after passing the final exam, the 1st level Specializing Master qualification in “Master of Business Administration” 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.

OBLIGATIONS OF STUDENTS
Attendance to the activities of the Master is compulsory for at least 85% of the programme activities.
The renunciation to study must be submitted in writing. The training period cannot be suspended for any reason. It is not possible to enrol, at the same time, in a Specializing Master and in another study programme activated by an Italian University.

METHOD OF VERIFICATION
The final test will be a project work thesis discussion

ARTICLE 7
Tuition fees and contributions

The cost of the Specializing Master is divided into:

- Registration fee for Politecnico di Milano € 500.00 for student.
- The cost is € 36,500.00 for personal registrations.
- The cost is € 39,500.00 for those participates as a company or as a freelancer.

The registration fee for Politecnico di Milano will not be refunded under any circumstances.

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 - at Banca Popolare di Sondrio - Branch n. 21 - Via E. Bonardi n. 4 at Politecnico di Milano

Specify: ID 2429 MU1 MBA PT International as the reason for the bank transfer.

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/master-universitari-e-corsi-post-laurea/

FOR CLARIFICATIONS AND INFORMATION, PLEASE CONTACT:

Dott.ssa Maria Carulli
Via Lambruschini, 4c - Edificio 26/A
20156 Milano (MI)
Phone: +39 02 23992820
Fax: +39 02 23992844
infoemba@gsom.polimi.it
http://www.som.polimi.it

The Rector
(Prof. Ferruccio Resta)
Signed Ferruccio Resta

Digitally signed, according to the law.