

Rector



POLITECNICO
MILANO 1863

HAVING REGARD TO Politecnico di Milano's Articles of Association;
HAVING REGARD TO Ministerial Decree 3.11.1999, no. 509;
HAVING REGARD TO Ministerial Decree 22.10.2004, no. 270;
HAVING REGARD TO the University's Educational Rules - Regulations;
HAVING REGARD TO the Regulation of 1st and 2nd level Specialising Masters, Post Graduate Courses and Continuing Education of Politecnico di Milano issued with Rector's Decree no. 0227162 of 04.10.2022;
HAVING ACQUIRED the favourable opinion of the Academic Senate during the meeting on 20.02.2023, on the establishment and activation of proposals for Specialising Masters, including the "PERFORMING ARTS MANAGEMENT" first-level Specialising Master's.

DECREES

The first-level Specialising Master's in "PERFORMING ARTS MANAGEMENT" has been established and activated for the years 2023/2025.

ART. 1

Specialising Programme's features

The first-level Specialising Master's in "PERFORMING ARTS MANAGEMENT" has been established and activated at the Management, Economics and Industrial Engineering Department.

The Master is provided by POLIMI Graduate School of Management (MIP Politecnico di Milano – Graduate School of Business) joint-stock consortium company. The reference school is the School of Industrial and Information Engineering.

The Specialising Master's Director is Prof. Michela Arnaboldi. The Vice-Director is Prof. Marco Mandolfo. The Scientific Committee comprises the following Politecnico di Milano professors: Michela Arnaboldi, Marco Mandolfo, Tommaso Agasisti, Giancarlo Vecchi, Deborah Agostino; and dott. Monica Errico from Accademia Teatro della Scala.

ART. 2

Educational objective and employment opportunities

The Program aims to develop students' entrepreneurship capabilities and their network. Students will acquire the know-how to work in the artistic-cultural field and to

- Understand the importance of passing on a Cultural Heritage and its positive impact - Acquire an international perspective on the Performing Arts sector
- Develop project-planning skills for implementing innovative and sustainable cultural policies
- Know the specific legal, business-related and financial tools
- Use marketing, negotiation, fundraising and communication tools to support and promote the Performing Arts.

Thanks to this Master you will gain skills and competences to work in:

- Government Agencies
- Opera Houses
- Festivals
- Symphonic Organizations Theaters

- Artistic Agencies
- Philanthropic Foundations
- Music Publishing
- New Media Agencies.

The Programme will be delivered in English.

ART. 3 Teaching content and organisation

The Specialising Programme will start in **November 2023** and end in **June 2025**.

The Master in Performing Arts Management (MPAM) is a 20months program designed for students who wish to pursue a managerial career within the entertainment industry. The program is designed to provide students with an in-depth knowledge of the performing arts industry, and to prepare them for a career in any area of the business, from production to marketing and distribution. The program is in partnership with ACCADEMIA TEATRO ALLA SCALA and TEATRO PICCOLO DI MILANO. The Master's program is planned to prepare global professionals who can bring a solid cultural and artistic background coupled with economic and managerial skills to the production of stage performances, with a particular focus on Europe, North America and emerging markets. Centering the development of each individual student, the curriculum features an organically structured set of complementary and interdependent modules and activities. The introductory coursework, addressing cultural policies, outreach and education, defines the objectives and goals of theatre managers. The course plan continues by providing methods and instruments - auditing, marketing, communication and PR, fundraising, project management, legislative framework - to allow professionals to produce projects that are in line with a given contemporary economic and social context. The course is completed with an internship at an internationally acclaimed performance institute.

The master is a **90 ECTS** programme and teaching will be organised as follows:

Didactic activities	MANDATORY Courses		
	Course	SSD	Total hours of activity
History of Dance	N.a.	25	1
History of music	N.a.	100	4
Cultural Policies	N.a.	100	4
Economic Sustainability	ING-IND/35	150	6
Theater as production model	L-ART/05	150	6
	L-ART/07		
Festival as production model	L-ART/05	75	3
	L-ART/07		
Organization and Human Resource Management	ING-IND/35	100	4
Marketing	ING-IND/35	125	5
	L-ART/05		
Field Project	N.a.	175	7
Fundraising	N.a.	100	4
Communication	N.a.	75	3
Leadership and negotiation	N.a.	100	4
Tour Management	N.a.	25	1
Stage Management	N.a.	25	1
Orchestra Management	N.a.	25	1
Management and Innovation	ING-IND/35	150	6
Arts&Crafts	N.a.	75	3

Legal	N.a.	50	2
Supply Chain	ING-IND/35	50	2
	ING-IND/17		
Emerging Markets	ING-IND/35	100	4
Art administration	N.a.	50	2
Dance management	N.a.	50	2
Project Work - STAGE	N.a.	375	15

ART. 4 **Admission requirements**

Candidates with a Bachelor/Master of Science are eligible. For applicants holding foreign degrees, equivalent qualifications in the respective university systems will be considered.

The maximum number of admitted students is 40. The selection process is carried out by the Scientific Committee.

ART. 5 **Formal requirements**

The **admission application** must be submitted to the managing authority starting from the day after the date of this Decree and by **10 October 2023**.

The admission application must state the following "I authorise this University, under EU Regulation no. 2016/679 on data protection, to process personal data only for purposes related to the Master's admission, enrolment and management, and agree to the disclosure of my personal information to third parties, particularly:

- public and private entities interested in possible recruitment;
- to academic programme backers; Politecnico Treasurer for services related to tuition fees;
- to entities managing unsecured loans, housing, flexible employment contracts, cultural, recreational and/or sports activities.
- I authorise the use of the data for statistical purposes in respect of the procedures and authorisations required by the cited regulation.

The extended information on data processing and data subject rights is available on the website www.polimi.it/privacy.

Admission documentation is available at the following website <http://www.applyformasters.net>.

The listed document below must be sent to:

POLIMI Graduate School of Management

Via Lambruschini 4C
20156 MILANO (MI)
Phone: +39 02 23992820
email: ipa@gsom.polimi.it

*** Italian/foreign citizens who graduated in Italy**

- copy of the identity document
- copy of the Diploma Supplement or photocopy of the degree diploma

*** Italian/EU citizens with qualification gained abroad**

- copy of the identity document
- copy of the academic qualification obtained both in original language and translated

- copy of the certificate (both in original language and translated) showing the marks given in the individual exams or Diploma Supplement (**during enrolment, the certificate of equivalence issued by the relevant area's Italian Representative abroad or certificate issued by the Enic/Naric Centres must be submitted**)

Under Art. 75 of Italian Presidential Decree 445/2000, if the Administration, after carrying out suitable checks, finds that the content of the declarations made by the applicant is untrue, the declarant forfeits any benefits obtained by the measure issued based on the untrue declaration.

*** Non-EU citizens who graduated abroad**

Non-EU foreign citizens must submit the following to the Managing Authority:

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

At least 30 days before the closing date of the registration period as indicated in this article.

The Managing Authority shall send the documentation listed above for the evaluation of qualifications, to participate in the Politecnico di Milano's Specialising Masters, **Masters and Lifelong Learning Service by the closing date of this call for applications**, under the MIUR/MAE note "Procedures for entry, stay and enrolment of students applying for visas in higher education programmes in Italy for the 2022/23" academic year.

Following acceptance by the University, and only after confirming to the Managing Authority their participation on the Programme by the set methods, students must register on the Ministerial portal <https://www.universitaly.it> informing the Managing Authority that the registration has been completed in order for the application to be sent to the Representative responsible for issuing the entry visa.

ENROLMENT METHOD:

Students admitted to the Master's Programme must create access credentials to Politecnico di Milano's online services on the website www.polimi.it They must then enter their details and create a **person code**, attaching a valid identity document (passport for non-EU citizens), and communicate their person code to the Master's Managing Authority. Students already registered must update their personal details, if they are obsolete.

Portal access credentials must be retained as they will be required to access all of Politecnico di Milano's services. Lost access credentials may be autonomously restored or obtained through an OTRS ticket.

Politecnico creates a temporary student identification number to allow the student to pay the enrolment fee via online services.

The achievement of an Italian degree can be 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 Representative 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 entrance document and residence permit on their online services personal data record.**

ART. 6
Degree and award recognitions

ISSUED CERTIFICATION

Students admitted to the Master's final examination will pay the fee via the online services of Politecnico di Milano in order to be able to take the exam.

At the end of the Programme, upon completion of the course and after passing the final test, the student will be awarded the First-level Specializing Master in "Performing Arts Management", in English language.

STUDENT OBLIGATIONS

Attendance is compulsory for at least 80 per cent of the programme activities.

Cancellation from the Programme must be made in writing. The training period may not be suspended for any reason.

TESTING METHODS

The final exam consists in a final Project Work Defense.

ART. 7
Tuition fees and contributions

The cost of this Specialising Master programme is € **18,300.00** divided as follows:

- Politecnico di Milano enrolment fee is € **500.00** per student.
- Participation fee is € **17,800.00** per student

Politecnico di Milano enrolment fee will not be refunded under any circumstances.

Payment can be made on the following bank account: 000010025X55 – ABI 05696 – CAB 01620 – CIN L – IBAN IT02 L056 9601 6200 0001 0025 X55 at Banca Popolare di Sondrio, Agenzia n. 21, Via Bonardi n. 4, Milano – made out to MIP Politecnico di Milano

Specifying as the payment reason for payment: ID 2557 MU1 Performing Arts Management.

ART. 8
Personal data processing

Under EU Regulation no. 2016/679 on data protection, the University processes personal data only for purposes related to the master's admission, enrolment and management, and you agree to the disclosure of your personal information to third parties, particularly:

- public and private entities interested in possible recruitment;
- to academic programme backers; Politecnico Treasurer for services related to tuition fees;
- entities managing unsecured loans, housing, flexible employment contracts, cultural, recreational or sports activities.
- I authorise the use of the data for statistical purposes in respect of the procedures and authorisations required by the cited regulation.

The extended information on data processing and data subject rights is available on the website www.polimi.it/privacy

ART. 9
Publication

This Decree is made public on Politecnico di Milano's website at <https://www.polimi.it/corsi/master-universitari-e-corsi-post-laurea/>

FOR CLARIFICATIONS AND FURTHER INFORMATION, PLEASE CONTACT:

Dr. Edoardo Giardina

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Via Lambruschini 4c - Building 26/A

20156 Milano (MI)

Phone: +39 02 2399 2820

Email: giardina@gsom.polimi.it

<http://www.gsom.polimi.it>

Rector
(Prof. Donatella Sciuto)
Signed Donatella Sciuto

Digitally signed document, under legislation.