

The 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 for 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 19.06.2023, on the establishment and activation of proposals for Specialising Masters, including the first level Specialising Master in "MASTER OF BUSINESS ADMINISTRATION"

DECREES

that the first level Specialising Master in "MASTER OF BUSINESS ADMINISTRATION" is established and activated for the years 2024/2025.

ART. 1

Master's features

The first level Specialising Master in "MASTER OF BUSINESS ADMINISTRATION" has been set up 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 Professor Massimiliano Guerini. The Vice Director is Professor Antonella Maria Moretto.

The Scientific Committee of the Specialising Master's programme is composed by Professors from Politecnico di Milano: Raffaella Cagliano, Davide Chiaroni, Vittorio Chiesa, Laura Grassi, Massimiliano Guerini, Antonella Maria Moretto and Federico Frattini.

ART. 2

Educational objective and employment opportunities

The Master's program focuses on the integration of technological and economic- organizational-managerial views of business problems and aims to train those interdisciplinary professionals who are indispensable both for operating within today's businesses and for creating new and innovative ones.

The objectives of the master's program are to prepare managers of industrial and service enterprises, exposing them to all the main management issues, and also developing an integrated view of the enterprise and the processes of change affecting it, with particular emphasis on aspects of international business. Intensive in-depth courses are also offered within the master's program with respect to interdisciplinary frontier issues treated through an experiential and strongly problem-solving-oriented approach.

The Programme will be delivered in English.

ART. 3
Teaching content and organisation

The Specialising Master's will start in **September 2024** and will end in **September 2025**.

Participation in the Master's program represents an established and recognized opportunity to acquire the integrated and international business culture that is not easy to build through work experience alone. The program aims to emphasize four elements in particular: technological and managerial innovation; integration between the various business functions; internationalization, in order to be able to deal with the problems of a competition that for an increasing number of companies is played out on a global scale; focus on international business issues through the numerous opportunities for comparison and analysis offered to students throughout the course by international partners; and focus on frontier issues that will be addressed with the support of national and international faculty and the active participation of partner companies.

The master's is a **60 ECTS** programme and teaching will be organised as follows:

Core didactic activity	MANDATORY Courses	
Course	SSD	ECTS
Management with Purpose	ING-IND/35	1,5
Business Statistics	MAT/09	2
	ING-IND/35	
Business & Industrial Economics	SECS-P/02	1
	ING-IND/35	
Macroeconomics	SECS-P/02	1
	ING-IND/35	
International Economics	SECS-P/02	1,5
	ING-IND/35	
Organization Design	ING-IND/35	1,5
Financial Accounting	ING-IND/35	1,5
Management Accounting	ING-IND/35	1,5
Strategy	ING-IND/35	2,5
Corporate Finance	ING-IND/35	2
Organizational Behaviour and Leadership Development	ING-IND/35	2
Financial Valuation	ING-IND/35	2
Management of Information Systems	ING-IND/17	1,5
	ING-IND/35	
People and Change Management	ING-IND/35	1,5
Supply Chain Management	ING-IND/17	2
	ING-IND/35	
Marketing Management	ING-IND/35	1,5
Operations Management	ING-IND/17	1,5
	ING-IND/35	
Omnichannel Marketing	ING-IND/35	1,5
Innovation Strategy	ING-IND/17	1,5
	ING-IND/35	
Innovation Leadership	ING-IND/17	1,5
	ING-IND/35	

Project Management	ING-IND/17	1,5
	ING-IND/35	
Design Thinking	ING-IND/35	2
Lean Start Up Lab	ING-IND/35	2
Experience Gym	N.A.	4
Leading with Purpose	N.A.	4
Project Work	N.A.	8

Bootcamp didactic activity - (A total of 6 ECTS to be chosen among the offered courses)		ELECTIVE Courses	
Course	SSD	ECTS	
Global Management	ING-IND/35	2	
	SECS-P/02		
Industry 4.0	ING-IND/17	2	
Sustainability & Circular Economy	ING-IND/35	1	
Biomarketing	ING-IND/35	1	
Soft Skills - Leadership Essentials	ING-IND/35	1	
Soft Skills - Strategic & Creative Decision Making	ING-IND/35	1	
Digital Transformation: Strategy, Governance and Business Models	ING-IND/35	1	
Building the Luxury Value Chain	ING-IND/35	1	
	ING-IND/17		
Entrepreneurship: Competences and Financial Resources	ING-IND/35	1	
Big Data and Artificial Intelligence	ING-IND/35	1	
	ING-IND/17		
Going to Luxury Market	ING-IND/35	1	
	ING-IND/17		
Entrepreneurial Exploration - Silicon Valley	ING-IND/35	1	
The Main Pillars of B2C eCommerce	ING-IND/35	1	
	ING-IND/17		
Study Tour in the Heart of the Luxury World	ING-IND/35	1	
	ING-IND/17		
Entrepreneurial Innovation and Implementation	ING-IND/35	1	
Doing Business in...	ING-IND/35	1	

ART. 4 **Admission requirements**

The Master is open to candidates holding a bachelor or a Master of Science degree. Equivalent foreign qualifications from their respective University Systems will be considered valid. The maximum number of admitted students is 60. 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 **June, 30th 2024**.

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 possibly interested in recruitment;
- to academic programme backers; Politecnico Treasurer for services related to tuition fees;
- to Managing Authorities managing loans, housing, flexible employment contracts, cultural, recreational and/or sport 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

The admission documentation is available at the following links <https://www.gsom.polimi.it/en/course/international-full-time-mba/> or through the platform <https://apply.gsom.polimi.it/signup>

The documents required for **admission** and **enrolment**, listed below, must be sent to:

POLIMI Graduate School of Management

Via Lambruschini 4C

20156 MILANO (MI)

Phone: +39 0223992820

Email: infomasters@gsom.polimi.it

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

- copy of the identity document
- copy of the Diploma Supplement or copy of the degree diploma or self-certification through the appropriate form provided by the Master's Managing Authority.

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

- copy of the identity document
- **copy of the academic qualification** in original language and its translation into Italian/English/French or Spanish
- copy of transcripts with the list of exams in the original language and their translation into Italian/English/French or Spanish or Diploma Supplement in English language (**when enrolling, the students have to submit:**
 - **the Declaration of Value issued by the relevant area's Italian Representative abroad** or
 - **the Diploma Supplement with digital signature or electronic time stamp** or, in case of absence of digital signature/electronic time stamp, **the Diploma supplement with apostille** or
 - **a certificate issued by the Enic/Naric Centres** or
 - **a certificate issued by the World Education Services - WES).**

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 through the untrue declaration.

* Non-EU citizens who graduated abroad

Non-EU foreign citizens must submit the following documents 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 (**when enrolling, the students have to submit:**
 - **the Declaration of Value issued by the relevant area's Italian Representative abroad** or
 - **the Diploma Supplement with digital signature or electronic time stamp** or, in case of absence of digital signature/electronic time stamp, **the Diploma supplement with apostille** or
 - **a certificate issued by the Enic/Naric Centres** or
 - **a certificate issued by the World Education Services - WES).**
- **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 to Politecnico di Milano Masters and Continuous Educations unit, for the evaluation of qualifications, **by the closing date of this call for applications**, in accordance with the MIUR/MAE's note " Procedures for entry, residency and enrolment of international students and the respective recognition of qualifications, for higher education courses in Italy for the academic year 2023/2024"

After the acceptance from the University, and only after confirming to the Managing Authority their participation to the programme in accordance with its procedures, students will have to register on the Ministerial portal <https://www.universitaly.it> . Once the registration has been completed, the student will have to inform the the Managing Authority, so that the application can be sent to the authorities responsible for issuing the entry visa.

ENROLMENT PROCESS:

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 also must enter their details, attach a valid identity document (passport for non-EU citizens) in order to create a **person code**, and send it to the Master's Managing Authority. Students already registered have to update their personal details, if they are obsolete.

Portal access credentials must be safely kept since they will be required for the access to all Politecnico di Milano's services. Lost credentials can 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.

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

In order to be enrolled at Politecnico di Milano, regardless of the Master's delivery mode (in person, online/distance learning), **non-EU citizens must upload a copy of a valid passport on their online services personal data record.**

ART. 6

Degree and award recognitions

ISSUED CERTIFICATION

In order to be able to take the final exam, students admitted to the Master's final examination have to pay the due fee through the online services of Politecnico di Milano.

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 "Master of Business Administration", in English language.

STUDENT OBLIGATIONS

Attendance is compulsory for at least 85 per cent of the programme activities.

Withdrawal from the Programme must be communicated in written form. The training period cannot be suspended for any reasons.

TESTING METHODS

The MBA's structured assessment procedure covers all the course contents. Each course comprises one or more assessments. At the end of the Program students are required to complete and discuss a Project Work.

ART. 7

Tuition fees and contributions

The cost of this Specialising Master programme, for individual participation, is € **38.000,00** divided as follows:

- Politecnico di Milano enrolment fee is € **500,00** per student.
- Participation fee is € **37.500,00** per student

The cost of this Specialising Master programme, for Company sponsored participation, is € **43.000,00** divided as follows:

- Politecnico di Milano enrolment fee is € **500,00** per student.
- Participation fee is € **42.500,00** per student

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

Enrolment and participation fees can be paid to the bank account IBAN number: IT02L0569601620000010025X55 – Account no. 000010025X55 – CAB 01620 – ABI 05696 – CIN EUR 02 – CIN IT L – account holder MIP Politecnico di Milano - at Banca Popolare di Sondrio – Via E. Bonardi, 4, 20133 Milano (MI)

Specifying as the reason for the payment: **ID 2623 Int. MBA.**

Partial tuition fee waivers are available to all eligible candidates. All the details about the financial aid available are published at the following link: <https://www.gsom.polimi.it/en/fees-benefits-full-time-mba/>

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 possibly interested in recruitment;
- to academic programme backers; Politecnico Treasurer for services related to tuition fees;
- to Managing Authorities managing loans, housing, flexible employment contracts, cultural, recreational and/or sport 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:

SILVIA GIANNONE

POLIMI GRADUATE SCHOOL OF MANAGEMENT

Via Lambruschini, 4C

20156 MILANO (MI)

Phone: +39 0223992820

Email: infomasters@gsom.polimi.it

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

The Rector
(Prof. Donatella Sciuto)
Signed Donatella Sciuto

Digitally signed document, under legislation.