



UNIVERSITÀ
DEGLI STUDI
DI TORINO

010091

COURSES BROCHURE



Bachelor Program in Business and Management

Administrative Law

Administrative Law

Academic year:	2022/2023
Course ID:	MAN0274
Teachers:	Margherita Poto (Lecturer) Gabriella Margherita Racca (Lecturer) Gloria Sdanganelli (Tutor)
Teacher contacts:	margherita.poto@unito.it
Year:	3rd year
Type:	Related or integrative
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/10 - administrative law
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written

COURSE OBJECTIVES

I

We believe that we can use the Agenda 2030 and the 17 SDGs as a matrix to deepen our understanding of Administrative Law in 2021. This year the focus will specifically be on SDG 14, dedicated to Life Below Water.

We will have in mind three main purposes of Agenda 2030:

-end all forms of poverty;

-fight inequalities;

-tackle climate change

under the common underlying principle that "no one is left behind".

We will start applying this latter, to the maximum possible extension, also to the participants - students and teachers- in our course. Everybody will be engaged in the learning process, co-create solutions applicable in the legal domain and beyond, act to effectively find solutions to a case study on the protection of water and water people. It will be our care not to leave anybody behind and we will need the cooperation of everybody in this endeavor!

COURSE AIMS

The course is structured into 9 classes, dedicated to studying, understanding and engaging with the Sustainable Development Goals and to co-creating opportunities to transform such study into action.

Even though this year focus is on SDG 14, we would like to remind you all that all the SDGs are interconnected and relevant to achieve the common objective of a common future where no one is left behind: one of the scopes of this course is to explore interactions and cross-references between the goals and the final objective.

COURSE DELIVERY

Students will be asked to work in groups on their project and deliver a creative project result at the end of the course

LEARNING ASSESSMENT METHODS

See Program

PROGRAM

- Students attending the course: Two components will form the final grade:
- An oral presentation.

INSTRUCTIONS: The oral skills will be assessed by evaluating an **INDIVIDUAL** or **GROUP** presentation, that will be prepared during the course, and constantly assessed with the help of tutors and teachers. You are asked to work individually or in small groups, to prepare a work of 10/15 minutes, following the instructions that are given in class.

50% of the grade

- A written work

INSTRUCTIONS: The written skills will be assessed through an **INDIVIDUAL** or **GROUP** essay, prepared during the course following the instructions given in class. The written work should be of a maximum of 5 pages. An extra mark will be given to the essays that contain also visual mapping, illustrated stories, roadmaps, and other visual content.

50% of the grade

-Students not attending the course: The students not attending the course are kindly asked to contact Prof. Margherita Paola Poto to agree on the theme of the written and oral presentation. An additional brief conversation will assess the oral skills.

SUGGESTED TEXTBOOKS AND READINGS

- M. P. POTO (2022) *Environmental Law and Governance: The Helicoidal Pathway of Participation a study of a nature-based model inspired by the Arctic, the Ocean, and Indigenous Views* Giappichelli, Torino, ISBN/EAN 978-88-921-2225-3, pp. 1-241.
- PAROLA, M. P. POTO (2021) (ed. by) *The Escazú Agreement in Comics with and for the Chiquitano People. A Co-Created Project of Legal Design and Visual Law*, ISBN/EAN 978-88-921-4266-4 (English version), pp. 1-80, Giappichelli, Torino.
- PORRONE, M. P. POTO, V. RUSSO (2021) *A Story About Knowledge. Illustrated Version*. Aracne, 2021.
- PORRONE, M. P. POTO, V. RUSSO (Illustrator), *A Story About Knowledge. A Learning Tool to Engage with Illustrated Storytelling in Law and Global Studies*, Aracne, 2021.

NOTE

To live up to the theme of our course, we are committed to run it as sustainably as possible. We

strongly encourage all attending students to bring their own reusable drinking cups, bottles and reusable containers (e.g., stainless steel lunch boxes).

If you have ideas on how we can make our course more sustainable, we encourage you to contact us as soon as possible and during the whole course (margherita.poto@unito.it).

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=zze5

Advanced Accounting

Advanced Accounting

Academic year:	2022/2023
Course ID:	MAN0275
Teacher:	Davide Calandra (Lecturer)
Teacher contacts:	n/d, davide.calandra@unito.it
Year:	3rd year
Type:	Related or integrative
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

English

The course objective is to develop students' skills in understanding advanced accounting issues. Advance the understanding of how to use financial information to analyze firms. Exploring several relevant accounting events like: companies mergers and acquisitions, understands accounting rules for consolidation of financial reports. Real firms' financial statements are used to increase students knowledge and their understanding of the financial statements.

Italiano

L'obiettivo del corso è sviluppare le capacità degli studenti nella comprensione delle problematiche contabili avanzate. Il corso mira a fornire gli strumenti per comprendere come utilizzare le informazioni finanziarie per analizzare le imprese. Saranno trattati diversi eventi contabili rilevanti come: fusioni e acquisizioni di società, comprese le regole contabili per il consolidamento dei rapporti finanziari. I bilanci di imprese reali saranno utilizzati per ampliare le conoscenze degli studenti e la loro comprensione dei bilanci.

COURSE AIMS

English

On the completion of this course, students should be able to:

- Understand the accounting choices and rules.
- Assess the quality of financial statements.
- Understand accounting issues related to Mergers and acquisitions.
- Understand the firms' key performance indicators.
- Understand accounting rules and preparation of consolidated financial statements.

Italiano

Al termine di questo corso, gli studenti saranno in grado di:

- Comprendere le scelte e le regole contabili.
- Valutare la qualità dei rendiconti finanziari.
- Comprendere le questioni contabili relative a fusioni e acquisizioni.
- Comprendere i principali indicatori di prestazione delle imprese.
- Comprendere le regole contabili e la preparazione del bilancio consolidato.

COURSE DELIVERY

English

Course will be delivered in an interactive way that helps to facilitate for students a better understanding of the course. The lectures are planned to be highly active through discussing and analyzing real cases, financial statements, and practical exercises

Italiano

Il corso sarà interattivo, per permettere agli studenti una migliore comprensione dei contenuti. Le lezioni sono programmate per essere molto partecipative, attraverso la discussione e l'analisi di case studies, rendiconti finanziari ed esercitazioni pratiche.

LEARNING ASSESSMENT METHODS

English

Course evaluation and assessment will be composed of: 50% for work groups, class participation & interaction, and a final project presentation; and 50% will be dedicated to the final written exam.

Please pay attention:

During the COVID-19 emergency, the advanced accounting exam till the end of the emergency will be held in the following form composed of:

- A written assignment using the platform Moodle (remote-online)
- An oral exam using the platform Webex.

Italiano

La valutazione sarà composta per il 50% da lavoro di gruppo, partecipazione, interazione in classe e una presentazione finale del progetto; il restante 50% sarà dedicato all'esame scritto finale.

Attenzione:

Durante l'emergenza COVID-19, l'esame di Advanced Accounting si svolgerà secondo la modalità seguente:

1. Una prova scritta utilizzando la piattaforma Moodle (remoto-online)

2. Una prova orale attraverso la piattaforma Webex.

PROGRAM

English

-Understand financial statements and using financial ratios for analyzing performance, efficiency, effectiveness of company's management

-Using common size financial statements and trend index analysis for comparison matters among companies and across the years

-Understanding cash flow ratios and information

-Exploring the different kinds of organizational structures, and the types of acquisitions.

-Understand ownership and control influence from an accounting prospective.

-Understand the consolidation procedures.

-Understand some different cases of consolidation process.

Italiano

-Comprendere i rendiconti finanziari e l'utilizzo dei rapporti finanziari per analizzare le prestazioni, l'efficienza, l'efficacia della gestione aziendale

-Utilizzare rendiconti finanziari e trend index analysis per analisi comparative tra aziende attraverso gli anni.

-Comprendere i report e le informazioni sui flussi di cassa

-Esplorare i diversi tipi di strutture organizzative e i tipi di acquisizioni.

-Comprendere l'influenza della proprietà e del controllo da una prospettiva contabile.

-Comprendere le procedure di consolidamento.

-Comprendere diversi processi di consolidamento.

SUGGESTED TEXTBOOKS AND READINGS

English

Course slides, practical cases, case studies, and all other relevant material will be timely uploaded on moodle during the course.

Italiano

Le slide, i casi pratici e tutto il materiale pertinente verranno tempestivamente caricati su Moodle durante il corso.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=gsp1

Business Analytics Lab - Stream A

Business Analytics Lab A

Academic year:	2022/2023
Course ID:	MAN0518
Teacher:	Lisa Sella (Lecturer)
Teacher contacts:	lisa.sella@unito.it
Year:	3rd year
Type:	Other activities
Credits/recognition:	3
Course SSD (disciplinary sector):	SECS-P/06 - applied economics
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

The course is intended to familiarize students with the use of MS Excel in data analysis for economic and financial applications.

COURSE AIMS

The purpose of the course is to provide the ability of analyze simple and complex databases in MS Excel, by means of formula manipulation, statistical and graphical tools, data analysis tools.

COURSE DELIVERY

This academic year the course is in presence. Please get equipped with a personal laptop and your Excel software: during the classes practical exercises are carried out.

A Webex synchronous connection is guaranteed for students unable to be in presence. Please get equipped with a good internet connection. Connect to my personal webroom following the scheduled class timetable using the link:

<https://unito.webex.com/meet/lisa.sella> | 847806249

LEARNING ASSESSMENT METHODS

The exam consists of a laboratory test (lasting about 1 hour) aimed at ascertaining the students' ability to use the analysis tools developed during the course to solve practical exercises

SUPPORT ACTIVITIES

During the course, there will be weekly complementary practical exercises.

PROGRAM

Tools for an efficient use of MS Excel (autofill, formulas, functions, addressing, text manipulation, charts, descriptive statistics, frequency distributions)

Financial functions in MS Excel (net present value, internal rate of return, annuity functions, amortization tables)

Simple and advanced data analysis tools (sorting, filters, data forms, grouping, subtotals, pivot tables, multi-page systems, lookups, what-if analysis, sensitivity analysis)

Power Query (search the web, modify queries, merge tables)

SUGGESTED TEXTBOOKS AND READINGS

Slides

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=gs10

Business Analytics Lab - Stream B

Business Analytics Lab B

Academic year:	2022/2023
Course ID:	MAN0518
Teacher:	Lisa Sella (Lecturer)
Teacher contacts:	lisa.sella@unito.it
Year:	3rd year
Type:	Other activities
Credits/recognition:	3
Course SSD (disciplinary sector):	SECS-P/06 - applied economics
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

The course is intended to familiarize students with the use of MS Excel in data analysis for economic and financial applications.

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The purpose of the course is to provide the ability of analyze simple and complex databases in MS Excel, by means of formula manipulation, statistical and graphical tools, data analysis tools.

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SUPPORT ACTIVITIES

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PROGRAM

Tools for an efficient use of MS Excel (autofill, formulas, functions, addressing, text manipulation, charts, descriptive statistics, frequency distributions)

Financial functions in MS Excel (net present value, internal rate of return, annuity functions, amortization tables)

Simple and advanced data analysis tools (sorting, filters, data forms, grouping, subtotals, pivot tables, multi-page systems, lookups, what-if analysis, sensitivity analysis)

Power Query (search the web, modify queries, merge tables)

SUGGESTED TEXTBOOKS AND READINGS

Slides

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=0suy

Business Law (on-line)

Business Law (on-line)

Academic year:	2022/2023
Course ID:	MAN0552
Teacher:	Valentina Bellando (Lecturer)
Teacher contacts:	n/d, valentina.bellando@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/04 - business Law
Delivery:	E-learning
Language:	English
Attendance:	Online
Type of examination:	Oral

COURSE OBJECTIVES

english

The course offers a reasoned approach to the basics of European company law: the course will be developed through a deep analysis of the discipline.

Therefore, this Course aims to give an insight into the existing European company law structure and shed some light on its development in the foreseeable future.

italiano

Il corso intende offrire un approccio ragionato alle nozioni fondamentali del diritto societario europeo: il Corso si svilupperà attraverso l'analisi profonda della disciplina.

Pertanto, il Corso si propone di approfondire l'attuale struttura del diritto societario europeo e chiarire i suoi sviluppi nell'immediato futuro.

COURSE AIMS

english

The expected learning outcomes are divided into:

knowledge and comprehension skills: the candidate should acquire adequate knowledge of european company law.

ability to apply knowledge and comprehension: the candidate should learn the basic concepts and tools of the subject for the analysis of company law realities, as well as to navigate the rules.

autonomy of judgment: the candidate should acquire autonomy in formulating judgments

regarding the main institutions of european company law.

communication abilities: the candidate should become familiar with the legal lexicon.

learning ability: the candidate should be able to analyze, in legal terms, the main institutions of european company law, as well as translate their effects on the level of realities.

italiano

I risultati dell'apprendimento attesi si articolano in:

conoscenza e capacità di comprensione: il candidato dovrà acquisire un'adeguata conoscenza e capacità di comprensione dei principali istituti del diritto societario europeo.

capacità di applicare conoscenza e comprensione: il candidato dovrà apprendere le nozioni e gli strumenti di base della materia per l'analisi della realtà del diritto societario, nonché per orientarsi fra le norme.

autonomia di giudizio: il candidato dovrà acquisire autonomia nel formulare giudizi in merito ai principali istituti del diritto societario.

abilità comunicative: il candidato dovrà acquisire familiarità con il lessico giuridico.

capacità di apprendimento: il candidato dovrà saper analizzare, in termini giuridici, i principali istituti del diritto societario europeo, nonché tradurne gli effetti sul piano della realtà di riferimento.

COURSE DELIVERY

english

Each part is introduced by a brief text presentation and short videos of introduction, which anticipate the topics, for the videos it is recommended to use the "full screen" mode.

You can connect whenever and wherever you want from your device: computer, tablet and mobile phone. In order to take full advantage of all the contents of the course, it is recommended to use the Microsoft Edge browser.

In each learning unit, you will find interactive lectures (pdf slides). In order to better view the files and use all the available features, it is recommended using the "full screen" mode. It's easy: just press the F11 button on the keyboard. You will find arrows and interactive buttons that will guide you through the lesson, the homepage symbol is always present to return to the first slide.

In the course you will find support activities (articles, case law) that are part of the training, while the insights help you to focus on specific topics for an in-depth study. Moreover, at the end of each part, self-assessment tests are provided, as a useful training for the final exam.

italiano

Ogni parte è introdotta da un breve testo di presentazione e da brevi video di introduzione, che anticipano gli argomenti, per i video si consiglia di utilizzare la modalità "schermo intero". Puoi connetterti quando e dove vuoi dal tuo dispositivo: computer, tablet e telefono cellulare. Per fruire appieno di tutti i contenuti del corso, si consiglia di utilizzare il browser Microsoft Edge. In ogni unità didattica troverai lezioni interattive (slide in pdf). In modo da visualizzare meglio i file e utilizzare tutte le funzionalità disponibili, si consiglia di utilizzare la modalità schermo intero. È facile: basta

premere il tasto F11 sulla tastiera. Puoi trovare frecce e pulsanti interattivi che ti guideranno attraverso la lezione, il simbolo della homepage è sempre presente per tornare alla prima diapositiva. Nel corso troverai attività di supporto (normativa, giurisprudenza) che fanno parte del formazione, mentre gli approfondimenti ti aiutano a focalizzarti su argomenti specifici per un approfondimento. Inoltre, alla fine di ogni parte, sono previsti test di autovalutazione, come utile formazione per l'esame finale.

LEARNING ASSESSMENT METHODS

english

The final examination will consist of an oral interview with open-ended questions.

italiano

L'esame finale sarà in forma orale e consisterà in domande aperte.

PROGRAM

english

The course is divided into six parts (i.e. the boxes that you see on the course homepage) and each part corresponds to a macro topic (formative credit), in turn organized into learning units:

- parts 1 and 2 explain what European Company Law is, where it comes from and where it might be going. The introduction is mainly in common with the course of International Law, as it is designed to provide understanding and knowledge of the fundamental concepts;
- part 3 illustrates how companies formed under EU Member State laws may enjoy freedom of establishment and freedom to provide services, which constitute the central pillars of European Company Law;
- parts 4 and 5 describe the common rules for establishing, financing and accounting practices in a company, while reflecting the structure of the Societas Europaea Statute;
- part 6 deals with corporate governance, including management and control, shareholders' rights and general meeting issues.

italiano

Il corso è diviso in sei parti (ovvero le caselle che vedi sul corso homepage) e ogni parte corrisponde a un macro argomento (credito formativo), a sua volta organizzati in unità didattiche:

le parti 1 e 2 spiegano cos'è il diritto societario europeo e da dove proviene e dove potrebbe andare. L'introduzione è principalmente in comune con il corso di diritto internazionale, in quanto è progettato per fornire comprensione e conoscenza dei concetti fondamentali; la parte 3 illustra come le società costituite in base alle leggi degli Stati membri dell'UE possono godere della libertà di stabilimento e della libera prestazione dei servizi, che costituiscono i pilastri centrali del diritto societario europeo; le parti 4 e 5 descrivono le regole comuni per stabilire, finanziare e pratiche contabili in una

società, pur riflettendo la struttura del Statuto della Societas Europaea;
la parte 6 tratta di governo societario, inclusi amministrazione e controllo, diritti degli azionisti e questioni relative alle assemblee generali.

SUGGESTED TEXTBOOKS AND READINGS

english

In order to consolidate what has been learned through the material made available and to acquire familiarity with the lexicon and the juridical themes, the study of the recommended bibliography is of fundamental importance and mandatory for the examination.

Bibliography: N. DE LUCA, European Company Law Text, Case and Materials, Cambridge University Press, Last available edition.

italiano

Al fine di consolidare quanto appreso attraverso il materiale messo a disposizione e per acquisire dimestichezza con il lessico e i temi giuridici, lo studio della la bibliografia consigliata è di fondamentale importanza e obbligatoria per l'esame.

Bibliografia: N. DE LUCA, European Company Law Text, Cases and Materials, Cambridge University Press, ul. ediz.

NOTE

english

Exams will be face-to-face.

Due to the health emergency, rules on examinations could change during the academic year.

Please, check Moodle for up-to-date information.

italiano

Gli esami si terranno in presenza.

Le modalità di svolgimento dell'attività didattica potranno subire variazioni in base alle limitazioni imposte dalla crisi sanitaria in corso.

Per informazioni più aggiornate, consultate la pagina Moodle.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=ogcb

Business Law - Stream A

Business Law - Stream A

Academic year:	2022/2023
Course ID:	MAN0265
Teacher:	Luciano Matteo Quattrocchio (Lecturer)
Teacher contacts:	011.506.30.10, luciano.quattrocchio@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/04 - business Law
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Oral

PREREQUISITES

english

The fundamental concepts of private law must be known.

italiano

Il candidato deve avere una conoscenza dei concetti fondamentali del diritto privato.

PROPEDEUTIC FOR

english

It is not preparatory to other examinations.

italiano

Il Corso non è propedeutico ad altri insegnamenti.

COURSE OBJECTIVES

english

The course offers a reasoned approach to the basics of European company law: the course will be developed through a deep analysis of the discipline.

Therefore, this Course aims to give an insight into the existing European company law structure and shed some light on its development in the foreseeable future.

italiano

Il corso intende offrire un approccio ragionato alle nozioni fondamentali del diritto societario europeo: il Corso si svilupperà attraverso l'analisi profonda della disciplina.

Pertanto, il Corso si propone di approfondire l'attuale struttura del diritto societario europeo e chiarire i suoi sviluppi nell'immediato futuro.

COURSE AIMS

english

The expected learning outcomes are divided into:

knowledge and comprehension skills: the candidate should acquire adequate knowledge of european company law.

ability to apply knowledge and comprehension: the candidate should learn the basic concepts and tools of the subject for the analysis of company law realities, as well as to navigate the rules.

autonomy of judgment: the candidate should acquire autonomy in formulating judgments regarding the main institutions of european company law.

communication abilities: the candidate should become familiar with the legal lexicon.

learning ability: the candidate should be able to analyze, in legal terms, the main institutions of european company law, as well as translate their effects on the level of realities.

italiano

I risultati dell'apprendimento attesi si articolano in:

conoscenza e capacità di comprensione: il candidato dovrà acquisire un'adeguata conoscenza e capacità di comprensione dei principali istituti del diritto societario europeo.

capacità di applicare conoscenza e comprensione: il candidato dovrà apprendere le nozioni e gli strumenti di base della materia per l'analisi della realtà del diritto societario, nonché per orientarsi fra le norme.

autonomia di giudizio: il candidato dovrà acquisire autonomia nel formulare giudizi in merito ai principali istituti del diritto societario.

abilità comunicative: il candidato dovrà acquisire familiarità con il lessico giuridico.

capacità di apprendimento: il candidato dovrà saper analizzare, in termini giuridici, i principali istituti del diritto societario europeo, nonché tradurne gli effetti sul piano della realtà di riferimento.

COURSE DELIVERY

english

The course will consist of lectures.

italiano

Il Corso si svilupperà attraverso una serie di lezioni frontali.

LEARNING ASSESSMENT METHODS

english

The final examination will consist of an oral interview with open-ended questions.

italiano

L'esame consisterà in un esame orale con domande aperte.

SUPPORT ACTIVITIES

english

Tutorial activities are planned for attending students.

italiano

Sono previste attività di tutoraggio per gli studenti frequentanti.

PROGRAM

english

1. The Origins and Future of European Company Law – 2. The Right of Establishment – 3. Formation – 4. Finance and Accounts – 5. Corporate Governance

italiano

Il programma comprende gli argomenti di seguito indicati:

1. Origini e futuro del diritto commerciale europeo – 2. Libertà di stabilimento – 3. Formazione – 4. Finanza e contabilità – 5. Corporate Governance

SUGGESTED TEXTBOOKS AND READINGS

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NOTE

english

Lessons and exams will be face-to-face.

Due to the health emergency, rules on lessons and examinations could change during the academic year. Please, check Moodle for up-to-date information.

Course attendance is recommended.

Applicants may submit questions on the topics of the course, during office hours.

italiano

Le lezioni e gli esami si terranno in presenza.

Alla luce delle attuali incertezze a causa dell'emergenza epidemiologica, le modalità di erogazione della didattica e di svolgimento degli esami potrebbero essere soggette a cambiamenti. Per informazioni più aggiornate, consultate la pagina Moodle.

La frequenza delle lezioni non è obbligatoria, ma vivamente consigliata.

I candidati, durante l'orario di ricevimento, potranno formulare eventuali domande sugli argomenti del Corso.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=gogh

Business Law - Stream B

Business Law - Stream B

Academic year:	2022/2023
Course ID:	MAN0265
Teacher:	Luciano Matteo Quattrocchio (Lecturer) Stefano Balzola (Lecturer)
Teacher contacts:	011.506.30.10, luciano.quattrocchio@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/04 - business Law
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Oral

PREREQUISITES

The fundamental concepts of private law must be known.

PROPEDEUTIC FOR

It is not preparatory to other examinations.

COURSE OBJECTIVES

English

The course offers a reasoned approach to the basics of European company law: the course will be developed through a deep analysis of the discipline.

Italiano

COURSE AIMS

English

The candidate must acquire adequate knowledge of European company law.

Italiano

COURSE DELIVERY

English

The course will consist of lectures and exercises on case law cases.

Italiano

LEARNING ASSESSMENT METHODS

English

The final examination will consist of an oral interview with open-ended questions.

Italiano

L'esame consisterà in un esame orale con domande aperte.

SUPPORT ACTIVITIES

English

Exercises on case law are planned for attending students.

Italiano

Sono previste esercitazioni su casi di giurisprudenza per gli studenti frequentanti.

PROGRAM

English

1. The Origins and Future of European Company Law - 2. The Right of Establishment - 3. Formation
- 4. Finance and Accounts - 5. Corporate Governance - 6. Capital Markets and Takeover Regulation
- 7. Merger, Division, Dissolution and Insolvency

Italiano

SUGGESTED TEXTBOOKS AND READINGS

NOTE

English

Lessons and exams will be face-to-face.

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Course attendance is recommended.

Applicants may submit questions on the topics of the course, during office hours.

Italiano

Le lezioni e gli esami si terranno in presenza.

Alla luce delle attuali incertezze a causa dell'emergenza epidemiologica, le modalità di erogazione della didattica e di svolgimento degli esami potrebbero essere soggette a cambiamenti. Per informazioni più aggiornate, consultate la pagina Moodle.

La frequenza delle lezioni non è obbligatoria, ma vivamente consigliata.

I candidati, durante l'orario di ricevimento, potranno formulare eventuali domande sugli argomenti del Corso.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=i7i1

Business management - Stream A

Business management - Stream A

Academic year:	2022/2023
Course ID:	MAN0266
Teacher:	Chiara Giachino (Lecturer) Demetris Vrontis (Lecturer)
Teacher contacts:	chiara.giachino@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/08 - management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Quiz

COURSE OBJECTIVES

English

- understanding the key elements of business management.
- know what are the elements of a decision making process within firms
- learn different methods for taking strategic decisions.

Italiano

1. comprendere gli elementi chiave della gestione d'impresa
2. apprendere gli elementi chiave dei processi decisionali
3. utilizzare strumenti e metodi per prendere decisioni strategiche

COURSE AIMS

English

Module Prof. Giachino

- Explain the meaning of business management.
- Describe the key elements of business management.
- Decision making skills
- Understanding the different levels of decision within organizations.

Italiano

Modulo Prof. Giachino

- Comprendere il significato e le dinamiche della gestione aziendale
- Descrivere gli elementi chiave della gestione aziendale
- Capacità di prendere decisioni

- Comprendere i diversi livelli di decisione all'interno delle organizzazioni.

COURSE DELIVERY

English

The module is workshop-based and activity-driven with less emphasis on formal lectures. Students will use articles and group activities to develop their skills. Their learning will be developed through discussion, presentations and talks with managers.

Italiano

Il corso è organizzato con lezioni frontali, esercitazioni, casi di studio. Le esercitazioni e i casi di studio verranno discussi e presentati insieme.

LEARNING ASSESSMENT METHODS

English

Module Prof. Giachino

Classes will begin in May and will be held in-person and on webex for those unable to come in-person. To see the schedule of the course click at [this page](#).

Classes will not be recorded and uploaded online, it is recommended to attend classes. More information about the course will be shared on moodle.

Final exam: closed ended questions and one open question. Time: 25/30 minutes

Italiano

Le lezioni inizieranno a Maggio e saranno in presenza. Le lezioni non vengono registrate e caricate su moodle.

PROGRAM

English

Module Prof. Giachino

Introduction to business management

Management and managers

The dimensions of management

The corporation

Leading change - adapt the organization to the external context: data science and analytics (overview)

Talks with managers

Italiano

Module Prof. Giachino

Introduzione al business management

Management e manager

Le dimensioni del management

Le aziende

Leading change - adattare l'organizzazione al contesto esterno: data science and analytics
(overview)

Talk con manager

SUGGESTED TEXTBOOKS AND READINGS

English

Slides

Materials

Articles/case studies

Italiano

Slide

Materiali

Articoli/casi studio

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=u8i4

Business management - Stream B

Business management - Stream B

Academic year:	2022/2023
Course ID:	MAN0266
Teacher:	Gabriele Baima (Lecturer)
Teacher contacts:	gabriele.baima@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/08 - management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

Focus the attention on some of the elements of business management.
The course aims to provide an framework of main models and principles of management helpful to manage firms

COURSE AIMS

At the end of the course students should demonstrate the ability to:

- a) know and understand the basic principles and models beyond the management of the firms
- b) learn the basic tools necessary for the analysis of managerial issues
- c) identify autonomously the proper model of management accordingly to the analyzed firm
- d) to transfer the theoretical notions explained into practice

COURSE DELIVERY

The course will begin on Monday, May 16, 2022. They will be used:

- lecture;
- managerial experiences;
- case studies

All the material will be uploaded before the beginning of the course on Moodle.

LEARNING ASSESSMENT METHODS

Due to the Covid-19 pandemic, exams will be taken online for all summer sessions.

Lessons will be supported by seminars (if possible), exercises and business cases.

The final exam is written: students' are examined through a quiz with closed-ended questions (16/20 questions) and a defined time to complete the quiz (e.g 15 minutes).

SUPPORT ACTIVITIES

Webex (live) with the assistant professor can be organized during the course.

PROGRAM

English

Part 1 (Prof. Baima)

Why management failed
The Management Model
Coordinate activities : from bureaucracy to participation
Take and communicate decisions : from hierarchy to collective knowledge
Set goals : from alignment to obliquity
Motivate employees: from extrinsic to intrinsic motivation
Analysis of managerial experiences

Part 2

Introduction to business management and different types of organizations
Business system and the competitive environment
Stakeholder theory
Resources and capabilities
Strategic planning and growth strategies
Marketing strategies
Business modelling
Business planning

SUGGESTED TEXTBOOKS AND READINGS

The preparation for the final exam is based on the following materials:

- video lessons and slides uploaded on the platform
- webex (live)
- articles and business case (uploaded on the platform)
- other material (it will be specified if necessary)

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=egrs

Business organisation - Stream A

Business organisation - Stream A

Academic year:	2022/2023
Course ID:	MAN0272
Teacher:	Laura Broccardo (Lecturer) Alberto Bertello (Lecturer)
Teacher contacts:	+39 011 670 6139, laura.broccardo@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/10 - organization studies
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

ENGLISH

This class aims to illustrate the link between business model and organizational solutions; the main types of organizational forms; and some of the most important mechanisms and tools for improving coordination and control in organizations.

ITALIANO

L' insegnamento si propone illustrare il nesso tra modello di business e soluzioni organizzative; le principali tipologie di forme organizzative; e alcuni tra i più importanti meccanismi e strumenti di coordinamento e controllo all'interno delle organizzazioni sia pubbliche che private.

COURSE AIMS

ENGLISH

- Knowledge and understanding: Understanding the main solutions that enterprises and public institutions adopt to address organizational problems, and the role of organizational issues in the wider picture of administrative disciplines.
- Applying knowledge and understanding: Applying organizational concepts and techniques in the analysis of simplified business cases.
- Making judgements. Developing evaluations (although simplified) around the organizational issues implied in concrete business cases.
- Communication skills. Illustrating and discussing, also through digital tools, specific business

organization issues.

- Learning skills. Progressively checking the level of learning, through constructive interactions with the teacher and other students.

ITALIANO

-Conoscenza e capacità di comprensione. Capire le principali soluzioni che le aziende adottano per risolvere i problemi organizzativi e come si collocano i problemi organizzativi nel complesso della più generale problematica dell'amministrazione aziendale.

-Capacità di applicare conoscenza e comprensione. Saper applicare le logiche dell'organizzazione aziendale nell'analisi di casi aziendali opportunamente semplificati.

-Autonomia di giudizio. Saper condurre un'analisi, seppur semplificata, delle problematiche organizzative correlate alla discussione di casi aziendali.

-Abilità comunicative. Imparare a illustrare e discutere specifiche problematiche legate all'organizzazione aziendale, utilizzando appropriati supporti, anche informatici.

-Capacità di apprendimento. Verificare in itinere il grado di apprendimento degli argomenti trattati, attraverso un confronto con la docenza ed eventualmente con altri studenti.

COURSE DELIVERY

ENGLISH

This is a 40-hour class (6 CFU).

ITALIANO

L'insegnamento si articola su 40 ore di didattica frontale (6 CFU).

LEARNING ASSESSMENT METHODS

ENGLISH

The exam consists of a written test in two parts.

The first part includes 12 multi-choice questions (one point for each correct answer).

The second part includes three complex questions (maximum 18 points overall): students will conduct guided analyses of three cases studied in class.

Students will be given the possibility to gain additional points (maximum 2-3) by participating in optional activities and/or group works.

The sum of the points gained with the first test and second test will result in the final grade. The maximum grade (30 cum laude) will be given to students who will achieve at least 31 points overall.

The exam is going to last maximum 45 minutes.

ITALIANO

L'esame consiste in due prove scritte.

La prima prova conterrà 12 domande a risposta chiusa e assegnerà max. 13 punti.

La seconda prova conterrà 3 domande complesse (commenti guidati a casi aziendali studiati a lezione) e assegnerà max. 18 punti, che verranno sommati ai punti guadagnati con la prima prova.

Ulteriori punti aggiuntivi (max. 2-3) potranno essere assegnati con lavori di gruppo.

Il voto verrà assegnato in trentesimi. La lode verrà attribuita a studenti che avranno totalizzato min. 31 punti come somma di prima e seconda prova e eventuali lavori di gruppo.

La durata della prova è al massimo di 45 minuti.

SUPPORT ACTIVITIES

ENGLISH

Discussion of business cases.

Weekly office hours.

ITALIANO

Discussione di casi aziendali.

Ricevimento settimanale.

PROGRAM

ENGLISH

- Introduction to the business model canvas

- Introduction to the analysis of the main organizational forms; organizational charts

- Mechanisms for coordination and control
- Information systems and digitalization: organizational implications
- Management style, organizational culture
- Introduction to organizational micro-structure, group work, task management

ITALIANO

- Introduzione al modello di business e al business model canvas
- Elementi di analisi delle principali forme organizzative e lettura di organigrammi
- Meccanismi di coordinamento e controllo, con focus sulle implicazioni organizzative della digitalizzazione
- Modelli di management e cultura organizzativa
- Introduzione all'analisi della microstruttura organizzativa, elementi di group work e task management

SUGGESTED TEXTBOOKS AND READINGS

.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=fkwz

Business organisation - Stream B

Business organisation - Stream B

Academic year:	2022/2023
Course ID:	MAN0272
Teacher:	Francesca Ricciardi (Lecturer) Alberto Bertello (Lecturer)
Teacher contacts:	n/d, francesca.ricciardi@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/10 - organization studies
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

ENGLISH

This class aims to illustrate the link between business model and organizational solutions; the main types of organizational forms; and some of the most important mechanisms and tools for improving coordination and control in organizations.

ITALIANO

L' insegnamento si propone illustrare il nesso tra modello di business e soluzioni organizzative; le principali tipologie di forme organizzative; e alcuni tra i più importanti meccanismi e strumenti di coordinamento e controllo all'interno delle organizzazioni sia pubbliche che private.

COURSE AIMS

ENGLISH

- Knowledge and understanding: Understanding the main solutions that enterprises and public institutions adopt to address organizational problems, and the role of organizational issues in the wider picture of administrative disciplines.

- Applying knowledge and understanding: Applying organizational concepts and techniques in the analysis of simplified business cases.

- Making judgements. Developing evaluations (although simplified) around the organizational issues implied in concrete business cases.

- Communication skills. Illustrating and discussing, also through digital tools, specific business organization issues.

- Learning skills. Progressively checking the level of learning, through constructive interactions with the teacher and other students.

ITALIANO

-Conoscenza e capacità di comprensione. Capire le principali soluzioni che le aziende adottano per risolvere i problemi organizzativi e come si collocano i problemi organizzativi nel complesso della più generale problematica dell'amministrazione aziendale.

-Capacità di applicare conoscenza e comprensione. Saper applicare le logiche dell'organizzazione aziendale nell'analisi di casi aziendali opportunamente semplificati.

-Autonomia di giudizio. Saper condurre un'analisi, seppur semplificata, delle problematiche organizzative correlate alla discussione di casi aziendali.

-Abilità comunicative. Imparare a illustrare e discutere specifiche problematiche legate all'organizzazione aziendale, utilizzando appropriati supporti, anche informatici.

-Capacità di apprendimento. Verificare in itinere il grado di apprendimento degli argomenti trattati, attraverso un confronto con la docenza ed eventualmente con altri studenti.

COURSE DELIVERY

ENGLISH

This is a 42-hour class (6 CFU).

ITALIANO

L'insegnamento si articola su 42 ore di didattica frontale (6 CFU).

LEARNING ASSESSMENT METHODS

ENGLISH

The exam consists of a written test in two parts.

The first part includes 12-15 multi-choice questions (one point for each correct answer).

The second part includes three complex questions (maximum 16-18 points overall); students will conduct guided analyses of three cases studied in class.

Students will be given the possibility to gain additional points (maximum 2-3) by participating in optional activities and/or group works.

The sum of the points gained with the first test and second test will result in the final grade. The maximum grade (30 cum laude) will be given to students who will achieve at least 31 points overall.

ITALIANO

L'esame consiste in una prova scritta in due parti.

La prima parte conterrà 12-15 domande a risposta chiusa e assegnerà max. 12-15 punti. Occorre totalizzare almeno il 40% di risposte corrette per poter accedere alla seconda prova.

La seconda parte conterrà 3 domande complesse (commenti guidati a casi aziendali studiati a lezione) e assegnerà max. 16-18 punti, che verranno sommati ai punti guadagnati con la prima prova.

Ulteriori punti aggiuntivi (max. 2-3) potranno essere assegnati con lavori di gruppo.

Il voto verrà assegnato in trentesimi. La lode verrà attribuita a studenti che avranno totalizzato min. 31 punti come somma di prima e seconda prova e eventuali lavori di gruppo.

SUPPORT ACTIVITIES

ENGLISH

Discussion of business cases, individual/group work.

Weekly office hours.

ITALIANO

Discussione di casi aziendali, lavori individuali/di gruppo.

Ricevimento settimanale.

PROGRAM

ENGLISH

- Introduction to the business model canvas
- Introduction to the analysis of the main organizational forms; organizational charts
- Mechanisms for coordination and control

- Information systems and digitalization: organizational implications
- Management style, organizational culture
- Introduction to organizational micro-structure, group work, task management

ITALIANO

- Introduzione al modello di business e al business model canvas
- Elementi di analisi delle principali forme organizzative e lettura di organigrammi
- Meccanismi di coordinamento e controllo, con focus sulle implicazioni organizzative della digitalizzazione
- Modelli di management e cultura organizzativa
- Introduzione all'analisi della microstruttura organizzativa, elementi di group work e task management

SUGGESTED TEXTBOOKS AND READINGS

.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=9cx7

Business Organization History

Business Organization History

Academic year:	2022/2023
Course ID:	MAN0515
Teacher:	Paolo Di Martino (Lecturer)
Teacher contacts:	011 6706036, paolo.dimartino@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/12 - economic history
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written and oral

COURSE OBJECTIVES

English

In modern economies, businesses are organised in a variety of forms, and many very different "models" co-exist. Firms vary in size (micro, small, medium, big), managerial structures (one single owner-manager; various layers of professional managers), and forms of governance (sole-ownership; partnership; incorporated businesses). Some of them focus on a core business and operate in a single nation (or indeed a region or a city), while others are multiproduct and multinational. Some use (or even develop) state-of-the-art technologies, while other rely on cheap labour and very basic techniques.

The aim of the course is to analyse the causes and consequences of the existence of such a variety of models of business and forms of organisation.

To do so, the course investigates the development and functioning of various models of business over time and space, starting with the forms of organisation which dominated the Western world before the beginning of the process of industrialisation, to finish with contemporary phenomena of downsizing and outsourcing. During the course students became familiar with the causes behind the emergence of production in factories, why certain firms grew and other did not, whether models alternative to mass production existed and still do.

The course focuses on the impact of factors such as technology, market structure and financial intermediation, but also regulation and informal cultural norms.

Although the course does not assume students to have any background of economics, it uses ideas derived from various streams of social sciences.

Italiano

COURSE AIMS

English

KNOWLEDGE AND UNDERSTANDING

Understand the features of different models of business, how they evolve, and how they function.

Provide a critical view of various theories of the firm.

APPLYING KNOWLEDGE AND UNDERSTANDING

Apply such theories to the study of the evolution of business structure to show their relative ability to explain the reality of firms' organization and behavior.

INDEPENDENT JUDGEMENT

Critical use of history to understand current issues

COMMUNICATION SKILLS

Presenting material during the class

LEARNING SKILLS

Ability to apply theories to reality

Italiano

COURSE DELIVERY

English

10 * 4-hour lectures and seminars

Italiano

LEARNING ASSESSMENT METHODS

English

Standard exam

Standard method of assessment: 60-minute exam, made of two 500-word length open questions (each one worth 25% of the mark), and 10 multiple choice questions (this section

worth 50% of the mark). Students get a positive mark for each exact multiple choice question answered, there is no penalty in case of wrong answer.

To final mark is an average of the three components but, in order to pass the exam, students are required to achieve a pass mark (i.e. equal of or higher than 18/30) in at least two of the three components of the exam.

An oral exam can be added to the written exam in specific cases and at total discretion of the module leader.

Alternative methods of assessment can be agreed with students attending at least, 80% of the classes. Such alternative methods, if established, would only apply to the first exam session after the end of the module. The module leader retains total discretion on whether or not to organise alternative forms of assessment and on their nature.

Italian

PROGRAM

English

Introduction

Models of business during the industrial revolution

Firms in neoclassical economics.

The rise and development of big businesses in the US

The institutional theory of the firm

Theoretical views on big business

Big business outside the US: the British case

An alternative model of business: networks of firms and industrial districts

Models of business in economic sociology

Beyond the conglomerate: "new" models of business

Business structure and economic performance in Italy

Discussion and revision class.

Italiano

SUGGESTED TEXTBOOKS AND READINGS

English

Note: Most readings are available in PDF format in the Moodle page

Introduction

Amatori, F. and A. Colli (2011), Business history. Complexities and Comparisons. Abington, Routledge, 2 only

Models of business during the industrial revolution

Key reading

Hudson, P. "Industrial organization and structure", in R. Floud and P. Johnson (eds.), *The Cambridge economic history of modern Britain. Vol I. Industrialisation, 1700-1860*, Cambridge, Cambridge University Press, 2004, (there is a more recent edition of this edited book where this essay is no longer included; make sure to consult the 2004 edition; various copies of this book are available in the library)

Further readings

Amatori, F. and A. Colli (2011). *Business history. Complexities and Comparisons*. Abington, Routledge. Chs 4, 5, and 6

Bruland, C. (2004), "Industrialization and technical change", in Floud and P. Johnson (eds.), *The Cambridge economic history of modern Britain. Vol I. Industrialisation, 1700-1860*, Cambridge, Cambridge University Press. (there is a more recent edition of this edited book where this essay is no longer included; make sure to consult the 2004 edition; various copies of this book are available in the library)

Wilson, J. F. (1995), *British Business History 1720-1994*, Manchester and New York, Manchester University Press, 2 only

Firms in neoclassical economics

Key reading:

Harley, K. (2011), "Cotton Textiles and the Industrial Revolution, Competing Models and Evidence of Prices and Profits", Department of Economic, University of Western Ontario working paper, May. (available at: https://www.researchgate.net/profile/Knick_Harley/publication/228601552_Cotton_Textiles_and_the_Industrial_Revolution_Competing_Models_and_Evidence_of_Prices_and_Profits/links/02bfe513751816f1e2000000.pdf)

Further readings:

Smith, A., *An enquiry into the nature and causes of the wealth of nations*, any edition, Book 1, chapters 1, 2, and 3 only

Mankiw G. and P. Taylor (2nd Edition, 2011), *Economics*, Cengage Learning, 14 only.

The rise and development of big business in the US

Key reading

Chandler, A. (1984), "The emergence of managerial capitalism", *Business History Review*, volume 58 (issue 4), pp. 473-503.

Further readings

John, R. R. (1997), "Elaborations, Revisions, Dissents: Alfred D. Chandler, Jr.'s, *The Visible Hand after Twenty Years*", *Business History Review*, volume 71 (issue 2), pp. 151-200.

Chandler, A. (1962), *Strategy and structure: chapters in the history of the American industrial enterprise*. Cambridge, Mass., Harvard University Press.

Chandler, A. (1977), *The visible hand: the managerial revolution in American business*. Cambridge, Mass., Harvard University Press.

Hannah, L. (2008), "Logistics, Market Size, and Giant Plants in the Early Twentieth Century: A

Global View", *Journal of Economic History*, volume 68 (issue 1), pp. 46-79.

Hannah, L. (1983). *The rise of the corporate economy*. London and New York, Methuen, ch.2

Amatori, F. and A. Colli (2011). *Business history. Complexities and Comparisons*. Abington, Routledge. Chs 7, 8, and 10

Cassis, Y., "Big business", in Jones G. and J. Zeitlin (eds.), *The Oxford handbook of business history*. Oxford, Oxford University Press, 2007. pp. 171-193

Institutional theory of the firm

Key readings

Williamson, O. E. (1979), "Transaction-costs economics: the governance of contractual relations", *Journal of Law and Economics*, volume 22 (issue 2), pp. 233-261.

Williamson, O. E. (1981), "The economics of organization: the transaction cost approach", *American Journal of Sociology*, volume 87 (issue 3), pp. 548-577.

Further readings

"Transaction cost perspective" in Jenkins, M., Ambrosini, V. and Collier, N. (2007) *Advanced Strategic Management – A Multi-Perspective Approach*, 2nd Edition, Palgrave

Theoretical views on big business

Key Readings:

Williamson, O. E. (1981), "The modern corporation: origins, evolutions, attributes", *Journal of Economic Literature*, volume 19 (issue 4), pp.1537-68.

Chandler, A. D. (1992), "Organizational capabilities and the economic history of the industrial enterprise", *Journal of Economic Perspectives*, volume 6, pp. 79-100.

Further readings

Nelson, R. R. and S. A. Winter (1982), *An evolutionary theory of economic change*. Cambridge MA, Harvard University Press.

Nelson, R. and Winter, S. (2002), "Evolutionary Theorizing in Economics", *Journal of Economic Perspectives*, volume 16 (2), pp. 23-46

Teece, D., Pisano, G. and Shuen, A. (1997), "Dynamic Capabilities and Strategic Management", *Strategic Management Journal*, volume 18 (issue 7), pp. 509-33.

"The cognitive perspective" and "knowledge perspective" in Jenkins, M., Ambrosini, V. and Collier, N. (2007) *Advanced Strategic Management – A Multi-Perspective Approach*, 2nd Edition, Palgrave

Big business in the UK

Key Readings

Wilson, J. F. (1995), *British Business History 1720-1994*, Manchester and New York, Manchester University Press, ch.4

Hannah, L. (1983). *The rise of the corporate economy*. London and New York, Methuen, ch.2

Networks of firms and industrial districts

Key readings

Carnevali, F. (2004), "'Crooks, thieves, and receivers': transaction costs in nineteenth-century

industrial Birmingham", *Economic History Review*, volume LVII (issue 3), pp. 533-550.
Sabel, C. and J. Zeitlin (1985), "Historical Alternatives to Mass Production: Politics, Markets and Technology in Nineteenth-Century Industrialization", *Past and Present*, volume 108 (issue August)

Further readings

Dei Ottani, G. (2003), "The governance of transactions in the industrial district: the 'community market'", in G. Becattini, M. Bellandi, G. Dei Ottani and F. Sforzi (eds.), *From industrial districts to local development*, Cheltenham, Edward Elgar.
Popp, A. and J. F. Wilson (2003), "Business networking in the industrial revolution: some comments", *Economic History Review*, volume LVI, pp. 355-361.

Models of business in economic sociology

Key readings

DiMaggio, P. J. and W. W. Powell (1983), "The iron cage revisited: institutional isomorphism and collective rationality in organizational fields", *American Sociological Review*, volume 48 (issue 2), pp. 147-160.
Granovetter, M. S. (1985), "Economic action, social structure, and embeddedness", *American Journal of Sociology*, volume 91 (issue 3), pp. 481-510.

Further readings

DiMaggio, P. J. and W. W. Powell, Eds. (1991). *The new institutionalism in organizational analysis*. Chicago and London, University of Chicago Press.
Fligstein, N. (1985), "The spread of the multidivisional form among large firms, 1919-1979", *American Sociological Review*, volume 50 (issue 3), pp. 377-391.
Granovetter, M. S. (2005), "The impact of social structure on economic outcomes", *Journal of economic perspectives*, volume 19 (issue 1), pp. 33-50.
Ingram, P. and V. Nee (1998) "Embeddedness and beyond: Institutions, exchange, and social structure", in M. Brighton and V. Nee (eds.), *The new institutionalism in sociology*, New York, Russell Sage Foundation.
Meyer, J. W. and B. Rowan (1977), "Institutionalized organizations: formal structure as myth and ceremony", *American Journal of Sociology*, volume 83 (issue 2), pp. 340-363.
Nee, V. (1998). *The new institutionalisms in economics and sociology*, in M. Brighton and V. Nee (eds.), *The new institutionalism in sociology*, New York, Russell Sage Foundation.

Beyond the conglomerate; new models of business

Key readings

Amatori, F. and A. Colli (2011). *Business history. Complexities and Comparisons*. Abington, Routledge, 19, and 20

Further readings

Amatori, F. and A. Colli (2011). *Business history. Complexities and Comparisons*. Abington, Routledge, Chapters 10, 13, 14

Firm structure and economic performance in Italy

Readings

Becattini, G., "Italian industrial districts: problems and perspectives", *International studies of management & organization*, 21 (1), 1991.

Di Martino, P. and Vasta, M., "Happy birthday Italy? Institutions and economic performance in Italy since 1861", *Enterprise and Society*, 16 (2), 2015, pp 291-312.

Colli, A, and Rinaldi, A., "Institutions, politics and the corporate economy", *Enterprise and Society*, 16 (2), 2015, pp 249-269.

Italiano

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=yyvy

Environmental Management Systems - Stream A

Environmental Management Systems - Stream A

Academic year:	2022/2023
Course ID:	MAN0278
Teacher:	Riccardo Beltramo (Lecturer) Stefano Duglio (Lecturer)
Teacher contacts:	0116705718, riccardo.beltramo@unito.it
Year:	3rd year
Type:	Distinctive
Credits/recognition:	9
Course SSD (disciplinary sector):	SECS-P/13 - commodity science
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

None

PROPEDEUTIC FOR

None

COURSE OBJECTIVES

english

Nowadays, the environment represents a key factor for companies' competitiveness, independently on their aim, dimension and business sector. The environment, in fact, provides companies with natural resources and materials that feed the production system as inputs to be converted in products or services (output). In doing so, processes also produce unwanted outputs in terms of environmental impacts: air emissions, waste, etc. Minimizing these impacts not only contributes to improve the environmental conditions, but also helps companies in improving their efficiency and profitability.

In order to deal with the environmental variables in the best possible way, companies may rely on international "tools" that can give conceptual frameworks for considering and managing the production processes.

In particular, International standards guide companies in identifying critical processes so that they can implement an Environmental Management System (EMS) as a tool for checking and considering all the different company's units thanks to the adoption of a systemic approach.

International Standards for the environment, as ISO 14001 and the European Regulation EMAS – Eco-Management and Audit Scheme - are helpful for assessing strategies that take into consideration the new development paradigm of the circular economy, which focus its attention

particularly on reduction of material and energy resources.

italiano

Al giorno d'oggi, l'ambiente rappresenta un fattore chiave per la competitività delle imprese, indipendentemente dal loro obiettivo, dimensione e settore delle imprese. L'ambiente, infatti, fornisce alle aziende risorse naturali e materiali che alimentano il sistema di produzione come input da convertire in prodotti o servizi (output). In tal modo, i processi producono anche prodotti indesiderati in termini di impatto ambientale: emissioni atmosferiche, rifiuti, ecc. Ridurre al minimo questi impatti non solo contribuisce a migliorare le condizioni ambientali, ma aiuta anche le aziende a migliorare la loro efficienza e redditività.

Al fine di affrontare le variabili ambientali nel miglior modo possibile, le aziende possono fare affidamento su "strumenti" internazionali in grado di fornire quadri concettuali per considerare e gestire i processi produttivi.

In particolare, gli standard internazionali guidano le aziende nell'identificare i processi critici in modo da poter implementare un sistema di gestione ambientale (EMS) come strumento per controllare e considerare tutte le diverse unità aziendali grazie all'adozione di un approccio sistemico.

Gli standard internazionali per l'ambiente, come l'ISO 14001 e il regolamento europeo EMAS – Eco-Management and Audit Scheme – sono utili per valutare le strategie che tengano conto del nuovo paradigma di sviluppo dell'economia circolare, che concentra la sua attenzione in particolare sulla riduzione delle risorse materiali ed energetiche.

COURSE AIMS

english

The ability in auditing and analysing the relationship between companies' processes and the environment.

The knowledge and the correct use of voluntary and mandatory normative instruments.

italiano

La capacità di comprensione critica e di analisi del rapporto tra i processi produttivi delle imprese e l'ambiente.

La conoscenza e il corretto uso di strumenti normativi volontari e obbligatori.

COURSE DELIVERY

english

Teaching is structured in 63 hours of classroom teaching. The program addresses the foundations of the environment, and aims at providing students the necessary information for identifying the relationships between companies and the environment through the analysis of the environmental aspects of the operation processes.

Didactic means are diversified (slides, articles, videos) and designed to encourage active learning.

Frequency is mandatory.

[italiano]]

L'insegnamento è strutturato in 63 ore di insegnamento. Il programma affronta le fondamenta dell'ambiente e si propone di fornire agli studenti le informazioni necessarie per identificare i rapporti tra le aziende e l'ambiente attraverso l'analisi degli aspetti ambientali dei processi operativi. I mezzi didattici sono diversificati (diapositive, articoli, video) e progettati per incoraggiare l'apprendimento attivo. La frequenza è obbligatoria.

LEARNING ASSESSMENT METHODS

english

The Environmental Management Systems exam will be divided into two parts:

Part 1: 10 multiple choice questions (1 pt each question)

Part 2: 2 open questions (10 pts each question).

The exam will last 1h10' minutes (10 minutes for the first part and 1h for the second part).

italiano

L'esame si compone di due parti:

Parte 1: 10 domande a scelta multipla (1 punto a domanda)

Parte 2: due domande libere (10 punti a domanda).

L'esame ha una durata di 1h10' (10 minuti per la prima parte e 1 ora per la seconda)

PROGRAM

english

The Environment: atmosphere, hydrosphere and lithosphere - pollutants and depollution

Renewable energies

Bioeconomy, Green economy and Circular economy: concepts and evolution

Life Cycle Thinking

Life Cycle Assessment: concept and examples

International Standards and Management Systems for Organizations and Products

ISO 14001: 2015

Eco-Management and Audit Scheme

Ecolabels for products and services

European ecolabel

italiano

L'ambiente: atmosfera, idrosfera e litosfera - inquinanti e disinquinamento

Energie rinnovabili

Bioeconomia, economia verde ed economia circolare: concetti ed evoluzione

Life cycle Thinking

Valutazione del ciclo di vita: concetto ed esempi

Standard internazionali e sistemi di gestione per organizzazioni e prodotti

ISO 14001: 2015

Schema di ecogestione e audit: Regolamento EMAS

Etichette ecologiche per prodotti e servizi

Ecolabel europeo

SUGGESTED TEXTBOOKS AND READINGS

english

Teaching materials: slides provided by the Lecturers.

Suggested readings (scientific papers, official reports) will be provided during the course

italiano

Slide fornite dai docenti e letture suggerite durante il corso.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=zs9c

Environmental Management Systems - Stream B

Environmental Management Systems - Stream B

Academic year:	2022/2023
Course ID:	MAN0278
Teacher:	Riccardo Beltramo (Lecturer) Stefano Duglio (Lecturer)
Teacher contacts:	0116705718, riccardo.beltramo@unito.it
Year:	3rd year
Type:	Distinctive
Credits/recognition:	9
Course SSD (disciplinary sector):	SECS-P/13 - commodity science
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

None

PROPEDEUTIC FOR

None

COURSE OBJECTIVES

english

Nowadays, the environment represents a key factor for companies' competitiveness, independently on their aim, dimension and business sector. The environment, in fact, provides companies with natural resources and materials that feed the production system as inputs to be converted in products or services (output). In doing so, processes also produce unwanted outputs in terms of environmental impacts: air emissions, waste, etc. Minimizing these impacts not only contributes to improve the environmental conditions, but also helps companies in improving their efficiency and profitability.

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italiano

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Al fine di affrontare le variabili ambientali nel miglior modo possibile, le aziende possono fare affidamento su "strumenti" internazionali in grado di fornire quadri concettuali per considerare e gestire i processi produttivi.

In particolare, gli standard internazionali guidano le aziende nell'identificare i processi critici in modo da poter implementare un sistema di gestione ambientale (EMS) come strumento per controllare e considerare tutte le diverse unità aziendali grazie all'adozione di un approccio sistemico.

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COURSE AIMS

english

The ability in auditing and analysing the relationship between companies' processes and the environment.

The knowledge and the correct use of voluntary and mandatory normative instruments.

italiano

La capacità di comprensione critica e di analisi del rapporto tra i processi produttivi delle imprese e l'ambiente.

La conoscenza e il corretto uso di strumenti normativi volontari e obbligatori.

COURSE DELIVERY

english

Teaching is structured in 63 hours of classroom teaching. The program addresses the foundations of

the environment, and aims at providing students the necessary information for identifying the relationships between companies and the environment through the analysis of the environmental aspects of the operation processes.

Didactic means are diversified (slides, articles, videos) and designed to encourage active learning.

Frequency is mandatory.

italiano

L'insegnamento è strutturato in 63 ore di insegnamento. Il programma affronta le fondamenta dell'ambiente e si propone di fornire agli studenti le informazioni necessarie per identificare i rapporti tra le aziende e l'ambiente attraverso l'analisi degli aspetti ambientali dei processi operativi.

I mezzi didattici sono diversificati (diapositive, articoli, video) e progettati per incoraggiare l'apprendimento attivo.

La frequenza è obbligatoria.

LEARNING ASSESSMENT METHODS

english

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italiano

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PROGRAM

english

The Environment: atmosphere, hydrosphere and lithosphere - pollutants and depollution

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Life Cycle Thinking

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Ecolabels for products and services

European ecolabel

italiano

L'ambiente: atmosfera, idrosfera e litosfera - inquinanti e inquinamento

Energie rinnovabili

Bioeconomia, economia verde ed economia circolare: concetti ed evoluzione

Life cycle Thinking

Valutazione del ciclo di vita: concetto ed esempi

Standard internazionali e sistemi di gestione per organizzazioni e prodotti

ISO 14001: 2015

Schema di ecogestione e audit: Regolamento EMAS

Etichette ecologiche per prodotti e servizi

Ecolabel europeo

SUGGESTED TEXTBOOKS AND READINGS

english

Teaching materials: slides provided by the Lecturers.

Suggested readings (scientific papers, official reports) will be provided during the course

italiano

Slide fornite dai docenti e letture suggerite durante il corso.

NOTE

english

The teaching modalities may vary according to the limitations imposed by the

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=ptzo

Financial Accounting and Business Administration (on-line) - Integrated course (on-line)

Financial Accounting and Business Administration - Integrated course (on-line)

Academic year:	2022/2023
Course ID:	MAN0716
Teacher:	Laura Corazza (Lecturer)
Teacher contacts:	0116706086, laura.corazza@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	12
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	E-learning
Language:	English
Attendance:	Online
Type of examination:	Written

COURSE OBJECTIVES

english

Please refer to the Module of Business Administration (Stream A and Stream B) and Financial Accounting as the integrated course is composed of two different modules

italiano

Fare riferimento alla pagina del Modulo di Business Administration (Stream A e Stream B) e di Financial Accounting poichè l'insegnamento integrato si compone di due moduli diversi

COURSE AIMS

english

Please refer to the Module of Business Administration (Stream A and Stream B) and Financial Accounting as the integrated course is composed of two different modules

italiano

Fare riferimento alla pagina del Modulo di Business Administration (Stream A e Stream B) e di Financial Accounting poichè l'insegnamento integrato si compone di due moduli diversi

COURSE DELIVERY

english

Please refer to the Module of Business Administration (Stream A and Stream B) and Financial Accounting as the integrated course is composed of two different modules

italiano

Fare riferimento alla pagina del Modulo di Business Administration (Stream A e Stream B) e di Financial Accounting poichè l'insegnamento integrato si compone di due moduli diversi

LEARNING ASSESSMENT METHODS

english

Please refer to the Module of Business Administration (Stream A and Stream B) and Financial Accounting as the integrated course is composed of two different modules

italiano

Fare riferimento alla pagina del Modulo di Business Administration (Stream A e Stream B) e di Financial Accounting poichè l'insegnamento integrato si compone di due moduli diversi

PROGRAM

english

Please refer to the Module of Business Administration (Stream A and Stream B) and Financial Accounting as the integrated course is composed of two different modules

italiano

Fare riferimento alla pagina del Modulo di Business Administration (Stream A e Stream B) e di Financial Accounting poichè l'insegnamento integrato si compone di due moduli diversi

SUGGESTED TEXTBOOKS AND READINGS

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NOTE

english

Please refer to the Module of Business Administration (Stream A and Stream B) and Financial Accounting as the integrated course is composed of two different modules

italiano

Fare riferimento alla pagina del Modulo di Business Administration (Stream A e Stream B) e di

Financial Accounting poichè l'insegnamento integrato si compone di due moduli diversi

Course modules:

Financial Accounting and Business Administration (on-line) - Module Business Administration (on-line)

Financial Accounting and Business Administration (on-line) - Module Financial Accounting (on-line)

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=32z7

Financial Accounting and Business Administration (on-line) - Module Business Administration (on-line)

Financial Accounting and Business Administration (on-line) - Module Business Administration (on-line)

Academic year:	2022/2023
Course ID:	MAN0716B
Teacher:	Laura Corazza (Lecturer)
Teacher contacts:	0116706086, laura.corazza@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	E-learning
Language:	English
Attendance:	Online
Type of examination:	Written

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=mffa

Financial Accounting and Business Administration (on-line) - Module Financial Accounting (on-line)

Financial Accounting and Business Administration (on-line) - Module Financial Accounting (on-line)

Academic year:	2022/2023
Course ID:	MAN0716A
Teacher:	
Teacher contacts:	
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	E-learning
Language:	English
Attendance:	Online
Type of examination:	Written

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=rlvp

Financial Accounting and Business Administration (on-line) - Module Business Administration (on-line)

Financial Accounting and Business Administration (on-line) - Module Business Administration (on-line)

Academic year:	2022/2023
Course ID:	MAN0716B
Teacher:	Laura Corazza (Lecturer)
Teacher contacts:	0116706086, laura.corazza@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	E-learning
Language:	English
Attendance:	Online
Type of examination:	Written

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=mffa

Financial Accounting and Business Administration (on-line) - Module Financial Accounting (on-line)

Financial Accounting and Business Administration (on-line) - Module Financial Accounting (on-line)

Academic year:	2022/2023
Course ID:	MAN0716A
Teacher:	
Teacher contacts:	
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	E-learning
Language:	English
Attendance:	Online
Type of examination:	Written

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=rlvp

Financial Accounting and Business Administration - Integrated course

Financial Accounting and Business Administration - Integrated course

Academic year:	2022/2023
Course ID:	MAN0512
Teacher:	Laura Corazza (Lecturer)
Teacher contacts:	0116706086, laura.corazza@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	12
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

SUGGESTED TEXTBOOKS AND READINGS

NOTE

ITALIANO

"Le modalità di svolgimento dell'attività didattica potranno subire variazioni in base alle limitazioni imposte dalla crisi sanitaria in corso. In ogni caso è assicurata la modalità a distanza per tutto l'anno accademico"

ENGLISH

Course modules:

Financial Accounting and Business Administration - Module: Business Administration - Stream A

Financial Accounting and Business Administration - Module: Business Administration - Stream B

Financial Accounting and Business Administration - Module: Financial Accounting - Stream A

Financial Accounting and Business Administration - Module: Financial Accounting - Stream B

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=2hr4

Financial Accounting and Business Administration - Module: Business Administration - Stream A

Business Administration - Stream A

Academic year:	2022/2023
Course ID:	MAN0512B

Teachers:	Laura Corazza (Lecturer) Daniel Torchia (Lecturer)
Teacher contacts:	0116706086, laura.corazza@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Blended
Language:	English
Attendance:	Optional
Type of examination:	Written

PROPEDEUTIC FOR

english

For all the modules and courses within the range of SECS-P/07 and SECS-P/10

italiano

L'esame è propedeutico per tutti gli esami successivi appartenenti ai settori scientifico-disciplinari compresi tra SECS-P/07 e SECS-P/10

COURSE OBJECTIVES

english

Business Administration (BA) is designed to provide a basic understanding of the general processes and functions of a business organisation. It introduces the essential aspects of managing a business in a global environment.

Specifically, it aims at developing knowledge and understanding of the principles of business administration, given the main features of a business entity, with specific regards to some of its functions and processes (i.e. Research & Development, marketing, organisation, accounting and finance, planning and control, etc.). These skills are the basis for a steady comprehension of the topic and should act as an input for further studies within the Business & Management degree program (i.e. Managerial Accounting, Marketing, Organisation, Finance, etc.).

The students should consider Business Administration as the first step of a learning process in the field of business and management. BA, with its introductory nature, serves the purpose of creating a shared ontology on the main aspects of managing a business and its core elements.

Modern features of a business and the evolution of the business context will be provided, as such, references to newspapers, business facts, examples, cases, and invited speakers are routinely applied.

italiano

Il modulo di Business Administration (BA) è progettato per fornire una comprensione di base dei processi e delle funzioni di che caratterizzano una qualsiasi azienda. Il corso rappresenta un'introduzione agli aspetti essenziali della gestione di un'azienda che opera in un contesto globale.

In particolare, il corso mira a sviluppare la conoscenza e la comprensione dei principi cardine dell'amministrazione aziendale, presentare le caratteristiche di un'azienda, e approfondirne aspetti specifici relativi ad alcune sue funzioni e processi (ad esempio, Ricerca & Sviluppo, marketing, contabilità e finanza, pianificazione e controllo, ecc.). Acquisire queste competenze è fondamentale per lo studente che vuole continuare il suo percorso di studi in Business & Management (ad esempio Managerial accounting, Marketing, Organization, Finance, ecc.).

COURSE AIMS

english

After the course, our students will demonstrate knowledge of the fundamentals of business administration:

Acquiring knowledge and understanding: essential theories in the field of business administration, basic concepts and modern aspects of running a business (virtual, AI, Big Data, new forms of entrepreneurship, circular economy, etc.)

Identifying differences and similarities between different entrepreneurial forms

Applying knowledge in practice: to identify, analyse and solve business problems (although new, or in other business contexts)

Applying basic financial analysis: acquire the ability to understand the nature of profits/losses, costs, revenues, credits/debts. Learning of basic ratio to determine initial economic reasoning will be acquired by the end of the course.

Making judgements: an embryonic approach to developing and applying further quantitative skills like "go- "no go" decisions

communication skills: demonstrate excellent communication skills in English in diverse business contexts

Learning skills: work collaboratively in multicultural teams to address business problems

Transformational learning: being enthusiastic in learning the basic business concepts, principles and techniques; becoming future good leaders caring for people and the planet, along with profit.

italiano

I nostri studenti acquisiranno la conoscenza necessaria dei fondamenti dell'amministrazione aziendale ed inoltre, lo studente tipo del nostro raggiungerà alcuni obiettivi fondamentali tra cui:

Conoscenza e capacità di comprensione: teorie essenziali nel campo dell'amministrazione aziendale; aspetti moderni della gestione di un'azienda (virtuale, IA, Big Data, nuove forme di imprenditorialità, ecc.)

Conoscenza e capacità di comprensione applicate: identificare, analizzare e risolvere i problemi

aziendali;

Autonomia di giudizio un approccio embrionale per sviluppare e applicare ulteriori competenze quantitative a problemi reali, decisioni "go" "no go";

Abilità comunicative: dimostrare eccellenti capacità di comunicazione in inglese in contesti diversi;

Capacità di apprendere: lavorare in modo collaborativo in team multiculturali per affrontare i problemi aziendali

Transformative learning: essere entusiasti e curiosi nell'apprendimento dei concetti, dei principi e delle tecniche di base e sviluppare le competenze necessarie per diventare futuri manager di azienda che sappiano avere un approccio orientato alla sostenibilità (leader che si prendono cura delle persone e del pianeta, badando anche al raggiungimento del profitto)

COURSE DELIVERY

english

According to the official rules of the Department of Management and the ones of the University, the course will be provided in presence (attendance not compulsory) and lectures will be live-streamed online, which will be accessible by clicking on the proper function on the Moodle platform. Tutorials will be delivered in the classroom and live-streamed as well. Any changes according to the evolution of the national and international scenario will be promptly communicated to students. In any case, pre-recorded lectures made available on the Moodle platform could be used to enrich the discussion of specific topics.

italiano

Lezioni, lavori di gruppo, tutorial. Le lezioni potranno essere rese in parte dinamiche utilizzando l'applicazione Mentimeter, quindi si prega di scaricare questa applicazione sul dispositivo mobile, prima dell'inizio del corso. Nel caso in cui sia necessario utilizzare altre applicazioni, gli studenti saranno avvisati con opportune istruzioni al fine di rendere il corso più coinvolgente e proficuo.

Data la situazione in corso si stanno valutando due tipi di scenari: corso erogato in modalità streaming con o senza presenza di studenti in aula, ma con lezione registrata e resa fruibile tramite Moodle.

Oppure, lezioni erogate in modalità interamente online.

Qualora possibile i tutorial verranno erogati in presenza.

LEARNING ASSESSMENT METHODS

english

The assessment method is that of a written exam, made of two different parts: multiple-choice questions (15 points) and open questions (16 points).

The open questions are structured in two different ways: one question that is equal to 12 points, and one questions equal to 4 points. The 4-points question is self-determined by the students who could select only one among a list of four different options, all equal in terms of difficulty. Each option is linked to a specific topic/skill.

The 4-point short question, in line with all the major international B&M curricula, allows students to choose among four different questions, related to as many topics dealt with during the module.

This stimulates a sense of self-determination, empowering students to better express themselves in the topic they might be more familiar and/or more passionate with; Moreover, it can be seen as the first step in their long-term development towards a career choice within the different fields and functions of business and management. It is not rare to find students who are, by then, already quite oriented towards a career in hr and organisation, or in accounting, or towards jobs requiring a strategic vision, as well as a drive for innovation R&D, strategy and/or sustainability.

The 4-point questions do not simply require students to be familiar with the textbook, but challenge them to think about real-life situations (i.e. write a mission and vision statement for a food delivery company, operating in a very competitive market), while simultaneously making use of the soft skills acquired and the theoretical and practical knowledge gained thanks to the real-life case-studies, either presented in the tutorial or by the numerous guests we have in class. In a nutshell, the 4-point questions are short and go straight to the point, putting our students in managers' shoes, often required to think outside the box, in order to make decisions and solve problems very quickly.

The length of the exam will be approximately of one hour. Students with learning disabilities are pleased to get in touch with the professor before the exam and during the first classes, in order to set up a specific learning plan.

The final grade will consider the mark of the written exam (70%) and the production of an E-Portfolio of works, among which there are essays, presentations, groupwork (30%). Those assignments could be both individual (where each student needs to send/upload his-her specific file) and group work (where students are called to form a group to accomplish the task). All the assignments are linked to the tutorials.

Every year a challenge is organised by the lecturers and by the Teaching Assistant to reward the commitment of the class on specific topics. On previous years, a video context has been always arranged. The rules of the challenge varies year-by-year and depend on the external conditions.

Please pay attention that BA is a module of the integrated course called Financial Accounting and Business Administration (FA+BA). BA is equal to 50% of the final grade. FA will be held during the spring session.

italiano

L'esame è scritto, ed è composto da due parti diverse: domande a scelta multipla e domande aperte.

Il metodo di valutazione è quello di un esame scritto, composto da due parti diverse: domande a scelta multipla (15 punti) e domande aperte (16 punti).

Le domande aperte sono strutturate in due modi diversi: una domanda che è uguale a 12 punti, e una domanda uguale a 4 punti. La domanda da 4 punti è autodeterminata dagli studenti che possono selezionarne solo una tra una lista di quattro diverse opzioni, tutte uguali in termini di difficoltà. Ogni opzione è legata ad un argomento/abilità specifica.

La domanda breve a 4 punti, in linea con tutti i principali curricula internazionali di B&M, permette agli studenti di scegliere tra quattro diverse domande, relative ad altrettanti argomenti trattati durante il modulo.

Questo stimola un senso di autodeterminazione, dando agli studenti la possibilità di esprimersi meglio sull'argomento che potrebbe essere loro più familiare e/o più appassionante; inoltre, può essere visto come il primo passo nel loro sviluppo a lungo termine verso una carriera in uno dei diversi campi e funzioni di business e management. Non è raro trovare studenti che, a questo punto, siano già abbastanza orientati verso una carriera nell'organizzazione e nelle risorse umane, o nella contabilità, o verso lavori che richiedano una visione strategica, così come una spinta all'innovazione, alla R&S, alla strategia e alla sostenibilità.

Le domande non richiedono semplicemente che gli studenti abbiano familiarità con il libro di testo, ma li sfidano a pensare a situazioni di vita reale (ad esempio, scrivere la mission e vision per un'azienda che consegna cibo, che opera in un mercato molto competitivo), facendo contemporaneamente uso delle soft-skills acquisite e delle nozioni apprese tramite i casi di studio e le testimonianze avute in aula (teoriche e pratiche).

In poche parole, le domande da 4 punti sono brevi e vanno drittte al punto, mettendo i nostri studenti nei panni dei manager, spesso chiamati a pensare fuori dagli schemi per prendere decisioni e risolvere problemi molto rapidamente.

La durata dell'esame sarà approssimativamente di 60 minuti / 1 ora. Studenti con disabilità di apprendimento sono pregati di contattare la docente.

Il voto finale prenderà in considerazione il risultato conseguito durante l'esame finale per il 70%, includendo per il 30% la valutazione sulla completezza del e-portfolio che sarà composto da una collezione di lavori individuali e di gruppo realizzati durante o al termine delle attività di tutoraggio.

Fate attenzione: BA è un modulo del corso integrato chiamato Financial Accounting and Business Administration. BA è pari al 50% del voto finale. FA si terrà durante la sessione primaverile.

SUPPORT ACTIVITIES

english

Weekly tutorials will be scheduled for small groups of students (max 25) if the conditions will positively evolve. Each group will be tutored by a Teaching Assistant, who will assist the group throughout the whole course. During each tutorial, a student will develop specific soft skills applied to a specific case/topic. During or after the tutorial the student will elaborate on a piece of work that will constitute part of an e-portfolio. The e-portfolio is an essential part of the final mark (30%).

In order to ensure accessibility to all students, each tutorial will be recorded and shared online on the Moodle platform.

PROGRAM

english

- 1) The business entity as a system and different entrepreneurial orientation and forms
- 2) The effect of the environment and its influences (new aspect, digital entrepreneurship, women's and migrant's entrepreneurship, Big Data Analytics for business, AI, Sustainable Business Model, Circular Economy).
- 3) The role of Strategic thinking and risk management
- 4) Main business functions and processes.
- 5) Focus on specific functions and processes: Research & Development, Marketing, Organization, HRM, Finance & Accounting, Planning and control.
- 6) Principles of Business Ethics for Corporate Social Responsibility.

italiano

Tra gli argomenti chiave del corso ci sono:

- 1) L'azienda come sistema.
- 2) L'effetto dell'ambiente e delle sue influenze (nuovo aspetti, imprenditorialità digitale, imprenditorialità di donne e migranti, Big Data Analytics per le imprese, AI, Sustainable Business Model).
- 3) Il ruolo del pensiero strategico.

4) Funzioni e processi principali.

5) Focus su funzioni e processi specifici: Ricerca & Sviluppo, Marketing, Organizzazione, Gestione delle Risorse Umane, Finanza e Contabilità, Pianificazione e controllo.

6) Principi di etica aziendale per la responsabilità sociale d'impresa.

SUGGESTED TEXTBOOKS AND READINGS

english

Slides and material provided on the Moodle platform

italiano

Slides e materiali verranno resi disponibili sulla piattaforma Moodle

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=k1p5

Financial Accounting and Business Administration - Module: Business Administration - Stream B

Business Administration - Stream B

Academic year:	2022/2023
Course ID:	MAN0512B
Teachers:	Laura Corazza (Lecturer) Daniel Torchia (Lecturer)
Teacher contacts:	0116706086, laura.corazza@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

Business Administration (BA) is designed to provide a basic understanding of the general processes and functions of a business organisation. It introduces the essential aspects of managing a business in a global environment.

Specifically, it aims at developing knowledge and understanding of the principles of business administration, given the main features of a business entity, with specific regards to some of its functions and processes (i.e. Research & Development, marketing, organisation, accounting and finance, planning and control, etc.). These skills are the basis for a steady comprehension of the topic and should act as an input for further studies within the Business & Management degree program (i.e. Managerial Accounting, Marketing, Organisation, Finance, etc.).

The students should consider Business Administration as the first step of a learning process in the field of business and management. BA, with its introductory nature, serves the purpose of creating a shared ontology on the main aspects of managing a business and its core elements.

Modern features of a business and the evolution of the business context will be provided, as such, references to newspapers, business facts, examples, cases, and invited speakers are routinely applied.

italiano

Il modulo di Business Administration (BA) è progettato per fornire una comprensione di base dei processi e delle funzioni di che caratterizzano una qualsiasi azienda. Il corso rappresenta un'introduzione agli aspetti essenziali della gestione di un'azienda che opera in un contesto globale.

In particolare, il corso mira a sviluppare la conoscenza e la comprensione dei principi cardine dell'amministrazione aziendale, presentare le caratteristiche di un'azienda, e approfondirne aspetti specifici relativi ad alcune sue funzioni e processi (ad esempio, Ricerca & Sviluppo, marketing, contabilità e finanza, pianificazione e controllo, ecc.). Acquisire queste competenze è fondamentale per lo studente che vuole continuare il suo percorso di studi in Business & Management (ad esempio Managerial accounting, Marketing, Organization, Finance, ecc.).

COURSE AIMS

english

After the course, our students will demonstrate knowledge of the fundamentals of business administration:

Acquiring knowledge and understanding: essential theories in the field of business administration, basic concepts and modern aspects of running a business (virtual, AI, Big Data, new forms of entrepreneurship, circular economy, etc.)

Identifying differences and similarities between different entrepreneurial forms

applying knowledge in practice: identify, analyse and solve business problems (although new, or in other business contexts)

Applying basic financial analysis: acquire the ability of understanding the nature of profits/losses, costs, revenues, credits/debts. Learning of basic ratio to determine initial economic reasoning will be acquired by the end of the course.

making judgements: an embryonic approach to developing and applying further quantitative skills like "go- "no go" decisions

communication skills: demonstrate excellent communication skills in English in diverse business contexts

learning skills: work collaboratively in multicultural teams to address business problems

transformational learning: being enthusiastic in learning the basic business concepts, principles and techniques; becoming future good leaders caring for people and the planet, along with profit.

italiano

I nostri studenti acquisiranno la conoscenza necessaria dei fondamenti dell'amministrazione aziendale ed inoltre, lo studente tipo del nostro raggiungerà alcuni obiettivi fondamentali tra cui:

Conoscenza e capacità di comprensione: teorie essenziali nel campo dell'amministrazione aziendale; aspetti moderni della gestione di un'azienda (virtuale, IA, Big Data, nuove forme di imprenditorialità, ecc.)

Conoscenza e capacità di comprensione applicate: identificare, analizzare e risolvere i problemi aziendali;

Autonomia di giudizio un approccio embrionale per sviluppare e applicare ulteriori competenze quantitative a problemi reali, decisioni "go" "no go";

Abilità comunicative: dimostrare eccellenti capacità di comunicazione in inglese in contesti

diversi;

Capacità di apprendere: lavorare in modo collaborativo in team multiculturali per affrontare i problemi aziendali

Transformative learning: essere entusiasti e curiosi nell'apprendimento dei concetti, dei principi e delle tecniche di base e sviluppare le competenze necessarie per diventare futuri manager di azienda che sappiano avere un approccio orientato alla sostenibilità (leader che si prendono cura delle persone e del pianeta, badando anche al raggiungimento del profitto)

COURSE DELIVERY

english

According to the official rules of the Department of Management and the ones of the University, the course will be provided in presence (attendance not compulsory) and lectures will be live streamed online, which will be accessible by clicking on the proper function on the Moodle platform. Tutorials will be delivered in the classroom and live streamed as well. Any changes according to the evolution of the national and international scenario will be promptly communicated to students. In any case, pre-recorded lectures made available on the Moodle platform could be used to enrich the discussion of specific topics.

italiano

Lezioni, lavori di gruppo, tutorial. Le lezioni potranno essere rese in parte dinamiche utilizzando l'applicazione Mentimeter, quindi si prega di scaricare questa applicazione sul dispositivo mobile, prima dell'inizio del corso. Nel caso in cui sia necessario utilizzare altre applicazioni, gli studenti saranno avvisati con opportune istruzioni al fine di rendere il corso più coinvolgente e proficuo.

Data la situazione in corso si stanno valutando due tipi di scenari: corso erogato in modalità streaming con o senza presenza di studenti in aula, ma con lezione registrata e resa fruibile tramite Moodle.

Oppure, lezioni erogate in modalità interamente online.

Qualora possibile i tutorial verranno erogati in presenza.

LEARNING ASSESSMENT METHODS

english

The assessment method is that of a written exam, made of two different parts: multiple-choice questions (15 points) and open questions (16 points).

The open questions are structured in two different ways: one question that is equal to 12 points, and one questions equal to 4 points. The 4-points question is self-determined by the students who could select only one among a list of four different options, all equal in terms of difficulty. Each option is linked to a specific topic/skill.

The 4-point short question, in line with all the major international B&M curricula, allows students to choose among four different questions, related to as many topics dealt with during the module.

This stimulates a sense of self-determination, empowering students to better express themselves in the topic they might be more familiar and/or more passionate with; Moreover, it can be seen as the first step in their long-term development towards a career choice within the different fields and functions of business and management. It is not rare to find students who are, by then, already quite oriented towards a career in hr and organisation, or in accounting, or towards jobs requiring a strategic vision, as well as a drive for innovation R&D, strategy and/or sustainability.

The questions do not simply require students to be familiar with the textbook, but challenge them to think about real-life situations (i.e. write a mission and vision statement for a food delivery company, operating in a very competitive market), while simultaneously making use of the soft-skills acquired and the theoretical and practical knowledge gained thanks to the real life case-studies, either presented in tutorial or by the numerous guests we have in class.

In a nutshell, the 4-point questions are short and go straight to the point, putting our students in managers' shoes, often required to think outside the box, in order to make decisions and solve problems very quickly.

The length of the exam will be approximately of one hour. Students with learning disabilities are pleased to get in touch with the professor before the exam and during the first classes, in order to set up a specific learning plan.

The final grade will consider the mark of the written exam (70%) and the production of an E-Portfolio of works, among which there are essays, presentations, groupwork (30%). Those assignments could be both individual (where each student needs to send/upload his-her specific file) and group work (where students are called to form a group to accomplish the task). All the assignments are linked to the tutorials.

Every year a challenge is organised by the lecturers and by the Teaching Assistant to reward the commitment of the class on specific topics. On previous years, a video context has been always arranged. The rules of the challenge varies year-by-year and depend on the external conditions.

Please pay attention that BA is a module of the integrated course called Financial Accounting and Business Administration (FA+BA). BA is equal to 50% of the final grade. FA will be held during the spring session.

italiano

L'esame è scritto, ed è composto da due parti diverse: domande a scelta multipla e domande aperte.

Il metodo di valutazione è quello di un esame scritto, composto da due parti diverse: domande a scelta multipla (15 punti) e domande aperte (16 punti).

Le domande aperte sono strutturate in due modi diversi: una domanda che è uguale a 12 punti, e una domanda uguale a 4 punti. La domanda da 4 punti è autodeterminata dagli studenti che possono selezionarne solo una tra una lista di quattro diverse opzioni, tutte uguali in termini di difficoltà. Ogni opzione è legata ad un argomento/abilità specifica.

La domanda breve a 4 punti, in linea con tutti i principali curricula internazionali di B&M, permette agli studenti di scegliere tra quattro diverse domande, relative ad altrettanti argomenti trattati durante il modulo.

Questo stimola un senso di autodeterminazione, dando agli studenti la possibilità di esprimersi meglio sull'argomento che potrebbe essere loro più familiare e/o più appassionante; inoltre, può essere visto come il primo passo nel loro sviluppo a lungo termine verso una carriera in uno dei diversi campi e funzioni di business e management. Non è raro trovare studenti che, a questo punto, siano già abbastanza orientati verso una carriera nell'organizzazione e nelle risorse umane, o nella contabilità, o verso lavori che richiedano una visione strategica, così come una spinta all'innovazione, alla R&S, alla strategia e alla sostenibilità.

Le domande non richiedono semplicemente che gli studenti abbiano familiarità con il libro di testo, ma li sfidano a pensare a situazioni di vita reale (ad esempio, scrivere la mission e vision per un'azienda che consegna cibo, che opera in un mercato molto competitivo), facendo contemporaneamente uso delle soft-skills acquisite e delle nozioni apprese tramite i casi di studio e le testimonianze avute in aula (teoriche e pratiche).

In poche parole, le domande da 4 punti sono brevi e vanno dritte al punto, mettendo i nostri studenti nei panni dei manager, spesso chiamati a pensare fuori dagli schemi per prendere decisioni e risolvere problemi molto rapidamente.

La durata dell'esame sarà approssimativamente di 60 minuti /1 ora. Studenti con disabilità di apprendimento sono pregati di contattare la docente.

Il voto finale prenderà in considerazione il risultato conseguito durante l'esame finale per il 70%, includendo per il 30% la valutazione sulla completezza del e-portfolio che sarà composto da una collezione di lavori individuali e di gruppo realizzati durante o al termine delle attività di tutoraggio.

Fate attenzione: BA è un modulo del corso integrato chiamato Financial Accounting and Business Administration. BA è pari al 50% del voto finale. FA si terrà durante la sessione primaverile.

SUPPORT ACTIVITIES

english

Weekly tutorials will be scheduled for small groups of students (max 25) if the conditions will positively evolve. Each group will be tutored by a Teaching Assistant, who will assist the group throughout the whole course. During each tutorial a student will develop a specific soft skills applied to a specific case/topic. During or after the tutorial the student will elaborate a piece of

work that will constitute part of an e-portfolio. The e-portfolio is an essential part of the final mark (30%).

In order to ensure accessibility to all students, each tutorial will be recorded and shared online on the Moodle platform.

italiano

Tutorati settimanali verranno resi fruibili a piccoli gruppi di 25 studenti massimo. Ad ogni gruppo verrà assegnato un Teaching Assistant che si prenderà cura del gruppo per tutta la durata del corso. Ogni tutorial ha come obiettivo lo sviluppo di una soft-skill e l'approfondimento di un contenuto. Al termine o durante il tutorial lo studente produrrà un elaborato di vario tipo, che può essere individuale o di gruppo. La collezione degli elaborati formerà un e-portfolio, valutato come parte integrante dell'esame finale.

PROGRAM

english

1) The business entity as a system.

2) The effect of the environment and its influences (new aspect, digital entrepreneurship, women's and migrant's entrepreneurship, Big Data Analytics for business, AI, Sustainable Business Model).

3) The role of Strategic thinking.

4) Main functions and processes.

5) Focus on specific functions and processes: Research & Development, Marketing, Organization, HRM, Finance & Accounting, Planning and control.

6) Principles of business ethics for Corporate Social Responsibility.

italiano

Tra gli argomenti chiave del corso ci sono:

1) L'azienda come sistema.

2) L'effetto dell'ambiente e delle sue influenze (nuovi aspetti, imprenditorialità digitale, imprenditorialità di donne e migranti, Big Data Analytics per le imprese, AI, Sustainable Business

Model).

3) Il ruolo del pensiero strategico.

4) Funzioni e processi principali.

5) Focus su funzioni e processi specifici: Ricerca & Sviluppo, Marketing, Organizzazione, Gestione delle Risorse Umane, Finanza e Contabilità, Pianificazione e controllo.

6) Principi di etica aziendale per la responsabilità sociale d'impresa.

SUGGESTED TEXTBOOKS AND READINGS

english

Slides and material provided on the Moodle platform

italiano

Slides e materiali verranno resi disponibili sulla piattaforma Moodle

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=00it

Financial Accounting and Business Administration - Module: Financial Accounting - Stream A

Financial Accounting - Stream A

Academic year:	2022/2023
Course ID:	MAN0512A
Teacher:	Simona Fiandrino (Lecturer)
Teacher contacts:	n/d, simona.fiandrino@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

business administration and accounting (first year)

COURSE OBJECTIVES

english

The aim of Financial Accounting is to develop a basic knowledge of financial accounting tools and methodologies. The purpose is to provide practical knowledge for analysing, measuring and recording business transactions (bookkeeping techniques), as well as providing the basic understanding of their communication/reporting throughout financial statements. Students need to understand that accounting is the language of business, and it can help to communicate and assess the performance of an organisation.

italiano

Il secondo Modulo (Financial Accounting) ha come obiettivo di analizzare i fatti amministrativi effettuati da un'impresa nel corso di un esercizio con particolare riferimento alla individuazione e distinzione tra aspetti finanziari ed economici. La finalità è conoscere la struttura generale di qualunque sistema aziendale inserito in un più ampio sistema economico generale ed essere in grado di comprenderne i meccanismi di governo e di valutarne i risultati dell'attività. Capacità di applicare conoscenza e comprensione. Apprendimento degli strumenti di base necessari per l'analisi delle realtà aziendali.

COURSE AIMS

english

- 1) Start developing independent judgment of business transactions.
- 2) Being able to identify and assess the key variables which are the base of any business.
- 3) Being able to analyse the main features of a business entity in terms of core functions and processes as well as the possible related issues.
- 4) Being able to analyse a business transaction.
- 5) record a business transaction on the main accounting books (ledger and journal).
- 6) understand the impact of business transaction on financial statements and been able to prepare them in their basic forms (balance sheet, income statement, cash flow statement)
- 7) identify key variables in assessing and judge the financial performance of a business

italiano

- 1) Conoscenza e capacità di comprensione.

Conoscere la struttura generale di qualunque sistema aziendale inserito in un più ampio sistema economico generale ed essere in grado di comprenderne i meccanismi di governo e di valutarne i risultati dell'attività.

- 2) Capacità di applicare conoscenza e comprensione.

Apprendimento degli strumenti di base necessari per l'analisi delle realtà aziendali.

- 3) Autonomia di giudizio.

Saper individuare le variabili chiave per la valutazione dell'attività delle aziende quali sistemi complessi.

- 4) Abilità comunicative.

Capacità di trasferire sul piano dell'analisi economico-finanziaria i fatti del management aziendale.

- 5) Capacità di apprendimento.

Condizione di successo nell'apprendimento è la capacità di saper analizzare in termini economico-finanziari i fatti del management aziendale e di tradurne gli effetti sul piano informativo-contabile.

COURSE DELIVERY

english

The course is articulated in 42 hours of formal in-class lecture time, and on those topics will be scheduled tutorials to help students with the exercises. Furthermore, an at-home work is recommended.

italiano

Il corso è costituito da 42 ore di lezione frontale, sulle tematiche illustrate a lezione inoltre sono stati predisposti dei tutoraggi per lo svolgimento degli esercizi. Durante il corso inoltre sarà richiesto.

LEARNING ASSESSMENT METHODS

english

The exam is written and it consists of exercises aimed at journalizing business transactions, multiple-choice and calculation based on recordings. The exam will be held in presence in a computer lab.

The exam is worth 90% of the module.

There are intermediate evaluated assignments that are worth the remaining 10% and they will be posted on Moodle during the course.

Please, check your institutional email, because all the emails are sent by Esse3 only to your institutional email (the one with the domain @edu.unito.it)

italiano

L'esame è scritto e si compone di esercizi di contabilità finalizzati nella registrazione a libro mastro e libro giornale di fatti amministrativi. L'esame si svolgerà in presenza su computer.

L'esame vale il 90% del modulo.

Sono previste valutazioni intermedie che pesano il restante 10%. I test intermedi saranno erogati su Moodle durante il corso e saranno dunque oggetto di valutazione.

Le istruzioni per il collegamento saranno inviate tramite esse3 nei giorni precedenti l'esame. Si ricorda di controllare l'email istituzionale, in quanto tutti i messaggi automatici sono recapitati esclusivamente alle email con il dominio @edu.unito.it).

SUPPORT ACTIVITIES

Exercises, simulations, and real cases are available on Moodle.

In order to deepen your understanding about the topics of this course and to better prepare for the exam, the textbook is warmly recommended.

The book will be really useful to you as it provides many case studies and exercises so that you can practice both while you are taking this online course and while you are studying for the final exam. We will use it as a textbook both in the course in "Financial Accounting and Business Administration" (1st year) and in the course in "Intermediate Financial Accounting" (2nd year).

PROGRAM

english

FINANCIAL ACCOUNTING (FA):

- The accounting cycle
- The accounting equation
- Accounting for ordinary business transactions;
- Fixed assets
- Payroll
- Financing operations
- Shareholders' Equity
- Preparation of trial balance
- Adjustments and closing entries
- Preparation of basic Financial statements (Balance sheet, Income Statement, Cash Flow statement)

italiano

Comprendere le modalità di osservazione dei diversi (e principali) fatti amministrativi effettuati da un'impresa nel corso di un esercizio con particolare riferimento alla individuazione e distinzione tra aspetti finanziari ed economici. La finalità è arrivare a rilevare contabilmente i principali fatti amministrativi al fine di pervenire alla redazione del bilancio d'esercizio.

I principali argomenti riguardano:

-il ciclo amministrativo-contabile;

-rilevazione delle principali operazioni d'esercizio (acquisto e vendita);

-acquisito di immobilizzazioni;

-retribuzioni a dipendenti e pagamento di professionisti;

-operazioni di finanziamento presso terzi;

-il patrimonio netto;

-il primo bilancio di verifica;

-principali operazioni di rettifica e di chiusura;

-il secondo bilancio di verifica;

-preparazione del bilancio d'esercizio (schemi semplificati).

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=t9b3

Financial Accounting and Business Administration - Module: Financial Accounting - Stream B

Financial Accounting - Stream B

Academic year:	2022/2023
Course ID:	MAN0512A
Teacher:	Giacomo Biancardi (Lecturer)
Teacher contacts:	n/d, giacomo.biancardi@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

business administration and accounting (first year)

COURSE OBJECTIVES

The aim of the second part of the course (Financial Accounting part) is to develop a basic knowledge about financial accounting tools and methodologies. The purpose is to provide practical knowledge for analysing, measuring and recording business transactions (bookkeeping techniques), as well as providing the basic understanding of their communication/reporting throughout corporate financial statements. Students need to understand that accounting is the language of business, and it can help to communicate and assess the performance of an organisation.

COURSE AIMS

- 1) Start developing independent judgment of business facts.
- 2) Being able to identify and assess the key variables which are the base of a business or an organisation.
- 3) Being able to analyse the main features of a business entity in terms of core functions and processes as well as the possible related issues.
- 4) ability to analyse a business transaction and its financial measurement and communication.
- 5) record a business transaction on the main accounting books (ledger and journal).
- 6) understand the impact of business transaction on financial reports and been able to prepare them in their basic forms (balance sheet, income statement, cash flow statement)

7) identify key variables in assessing and judge the financial performance of a business

COURSE DELIVERY

The course is articulated in 42 hours of formal in-class lecture time, and on those topics will be scheduled tutorials to help students with the exercises. Furthermore, an at-home work is recommended.

LEARNING ASSESSMENT METHODS

The exam is written and it consists of exercises aimed at journalizing business transactions, multiple-choice and calculation based on recordings. The exam will be held in presence in a computer lab.

The exam is worth 90% of the module.

There are intermediate evaluated assignments that are worth the remaining 10% and they will be posted on Moodle during the course.

Please, check your institutional email, because all the emails are sent by Esse3 only to your institutional email (the one with the domain @edu.unito.it)

SUPPORT ACTIVITIES

Exercises, simulations, and real cases are available on Moodle.

In order to deepen your understanding about the topics of this course and to better prepare for the exam, the textbook is warmly recommended.

The book will be really useful to you as it provides many case studies and exercises so that you can practice both while you are taking this online course and while you are studying for the final exam. We will use it as a textbook both in the course in "Financial Accounting and Business Administration" (1st year) and in the course in "Intermediate Financial Accounting" (2nd year).

PROGRAM

FINANCIAL ACCOUNTING (FA):

- The accounting cycle
- The accounting equation
- Accounting for ordinary business transactions;
- Fixed assets
- Payroll
- Financing operations
- Shareholders' Equity
- Preparation of trial balance
- Adjustments and closing entries
- Preparation of basic Financial statements (Balance sheet, Income Statement, Cash Flow statement)

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=p3ki

Financial Accounting and Business Administration - Module: Business Administration - Stream A

Business Administration - Stream A

Academic year:	2022/2023
Course ID:	MAN0512B
Teacher:	Laura Corazza (Lecturer) Daniel Torchia (Lecturer)
Teacher contacts:	0116706086, laura.corazza@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Blended
Language:	English
Attendance:	Optional
Type of examination:	Written

PROPEDEUTIC FOR

english

For all the modules and courses within the range of SECS-P/07 and SECS-P/10

italiano

L'esame è propedeutico per tutti gli esami successivi appartenenti ai settori scientifico-disciplinari compresi tra SECS-P/07 e SECS-P/10

COURSE OBJECTIVES

english

Business Administration (BA) is designed to provide a basic understanding of the general processes and functions of a business organisation. It introduces the essential aspects of managing a business in a global environment.

Specifically, it aims at developing knowledge and understanding of the principles of business administration, given the main features of a business entity, with specific regards to some of its functions and processes (i.e. Research & Development, marketing, organisation, accounting and finance, planning and control, etc.). These skills are the basis for a steady comprehension of the topic and should act as an input for further studies within the Business & Management degree program (i.e. Managerial Accounting, Marketing, Organisation, Finance, etc.).

The students should consider Business Administration as the first step of a learning process in the field of business and management. BA, with its introductory nature, serves the purpose of creating a shared ontology on the main aspects of managing a business and its core elements.

Modern features of a business and the evolution of the business context will be provided, as such, references to newspapers, business facts, examples, cases, and invited speakers are routinely

applied.

italiano

Il modulo di Business Administration (BA) è progettato per fornire una comprensione di base dei processi e delle funzioni di che caratterizzano una qualsiasi azienda. Il corso rappresenta un'introduzione agli aspetti essenziali della gestione di un'azienda che opera in un contesto globale.

In particolare, il corso mira a sviluppare la conoscenza e la comprensione dei principi cardine dell'amministrazione aziendale, presentare le caratteristiche di un'azienda, e approfondirne aspetti specifici relativi ad alcune sue funzioni e processi (ad esempio, Ricerca & Sviluppo, marketing, contabilità e finanza, pianificazione e controllo, ecc.). Acquisire queste competenze è fondamentale per lo studente che vuole continuare il suo percorso di studi in Business & Management (ad esempio Managerial accounting, Marketing, Organization, Finance, ecc.).

COURSE AIMS

english

After the course, our students will demonstrate knowledge of the fundamentals of business administration:

Acquiring knowledge and understanding: essential theories in the field of business administration, basic concepts and modern aspects of running a business (virtual, AI, Big Data, new forms of entrepreneurship, circular economy, etc.)

Identifying differences and similarities between different entrepreneurial forms

Applying knowledge in practice: to identify, analyse and solve business problems (although new, or in other business contexts)

Applying basic financial analysis: acquire the ability to understand the nature of profits/losses, costs, revenues, credits/debts. Learning of basic ratio to determine initial economic reasoning will be acquired by the end of the course.

Making judgements: an embryonic approach to developing and applying further quantitative skills like "go- "no go" decisions

communication skills: demonstrate excellent communication skills in English in diverse business contexts

Learning skills: work collaboratively in multicultural teams to address business problems

Transformational learning: being enthusiastic in learning the basic business concepts, principles and techniques; becoming future good leaders caring for people and the planet, along with profit.

italiano

I nostri studenti acquisiranno la conoscenza necessaria dei fondamenti dell'amministrazione aziendale ed inoltre, lo studente tipo del nostro raggiungerà alcuni obiettivi fondamentali tra cui:

Conoscenza e capacità di comprensione: teorie essenziali nel campo dell'amministrazione aziendale; aspetti moderni della gestione di un'azienda (virtuale, IA, Big Data, nuove forme di imprenditorialità, ecc.)

Conoscenza e capacità di comprensione applicate: identificare, analizzare e risolvere i problemi aziendali;

Autonomia di giudizio un approccio embrionale per sviluppare e applicare ulteriori competenze quantitative a problemi reali, decisioni "go" "no go";

Abilità comunicative: dimostrare eccellenti capacità di comunicazione in inglese in contesti diversi;

Capacità di apprendere: lavorare in modo collaborativo in team multiculturali per affrontare i problemi aziendali

Transformative learning: essere entusiasti e curiosi nell'apprendimento dei concetti, dei principi e delle tecniche di base e sviluppare le competenze necessarie per diventare futuri manager di azienda che sappiano avere un approccio orientato alla sostenibilità (leader che si prendono cura delle persone e del pianeta, badando anche al raggiungimento del profitto)

COURSE DELIVERY

english

According to the official rules of the Department of Management and the ones of the University, the course will be provided in presence (attendance not compulsory) and lectures will be live-streamed online, which will be accessible by clicking on the proper function on the Moodle platform. Tutorials will be delivered in the classroom and live-streamed as well. Any changes according to the evolution of the national and international scenario will be promptly communicated to students. In any case, pre-recorded lectures made available on the Moodle platform could be used to enrich the discussion of specific topics.

italiano

Lezioni, lavori di gruppo, tutorial. Le lezioni potranno essere rese in parte dinamiche utilizzando l'applicazione Mentimeter, quindi si prega di scaricare questa applicazione sul dispositivo mobile, prima dell'inizio del corso. Nel caso in cui sia necessario utilizzare altre applicazioni, gli studenti saranno avvisati con opportune istruzioni al fine di rendere il corso più coinvolgente e proficuo.

Data la situazione in corso si stanno valutando due tipi di scenari: corso erogato in modalità streaming con o senza presenza di studenti in aula, ma con lezione registrata e resa fruibile tramite Moodle.

Oppure, lezioni erogate in modalità interamente online.

Qualora possibile i tutorial verranno erogati in presenza.

LEARNING ASSESSMENT METHODS

english

The assessment method is that of a written exam, made of two different parts: multiple-choice questions (15 points) and open questions (16 points).

The open questions are structured in two different ways: one question that is equal to 12 points, and one questions equal to 4 points. The 4-points question is self-determined by the students who could select only one among a list of four different options, all equal in terms of difficulty. Each option is linked to a specific topic/skill.

The 4-point short question, in line with all the major international B&M curricula, allows students to choose among four different questions, related to as many topics dealt with during the module.

This stimulates a sense of self-determination, empowering students to better express themselves in the topic they might be more familiar and/or more passionate with; Moreover, it can be seen as the first step in their long-term development towards a career choice within the different fields and functions of business and management. It is not rare to find students who are, by then, already quite oriented towards a career in hr and organisation, or in accounting, or towards jobs requiring a strategic vision, as well as a drive for innovation R&D, strategy and/or sustainability.

The 4-point questions do not simply require students to be familiar with the textbook, but challenge them to think about real-life situations (i.e. write a mission and vision statement for a food delivery company, operating in a very competitive market), while simultaneously making use of the soft skills acquired and the theoretical and practical knowledge gained thanks to the real-life case-studies, either presented in the tutorial or by the numerous guests we have in class. In a nutshell, the 4-point questions are short and go straight to the point, putting our students in managers' shoes, often required to think outside the box, in order to make decisions and solve problems very quickly.

The length of the exam will be approximately of one hour. Students with learning disabilities are pleased to get in touch with the professor before the exam and during the first classes, in order to set up a specific learning plan.

The final grade will consider the mark of the written exam (70%) and the production of an E-Portfolio of works, among which there are essays, presentations, groupwork (30%). Those assignments could be both individual (where each student needs to send/upload his-her specific file) and group work (where students are called to form a group to accomplish the task). All the assignments are linked to the tutorials.

Every year a challenge is organised by the lecturers and by the Teaching Assistant to reward the commitment of the class on specific topics. On previous years, a video context has been always arranged. The rules of the challenge varies year-by-year and depend on the external conditions.

Please pay attention that BA is a module of the integrated course called Financial Accounting and Business Administration (FA+BA). BA is equal to 50% of the final grade. FA will be held during the spring session.

italiano

L'esame è scritto, ed è composto da due parti diverse: domande a scelta multipla e domande aperte.

Il metodo di valutazione è quello di un esame scritto, composto da due parti diverse: domande a scelta multipla (15 punti) e domande aperte (16 punti).

Le domande aperte sono strutturate in due modi diversi: una domanda che è uguale a 12 punti, e una domanda uguale a 4 punti. La domanda da 4 punti è autodeterminata dagli studenti che possono selezionarne solo una tra una lista di quattro diverse opzioni, tutte uguali in termini di difficoltà. Ogni opzione è legata ad un argomento/abilità specifica.

La domanda breve a 4 punti, in linea con tutti i principali curricula internazionali di B&M, permette agli studenti di scegliere tra quattro diverse domande, relative ad altrettanti argomenti trattati durante il modulo.

Questo stimola un senso di autodeterminazione, dando agli studenti la possibilità di esprimersi meglio sull'argomento che potrebbe essere loro più familiare e/o più appassionante; inoltre, può essere visto come il primo passo nel loro sviluppo a lungo termine verso una carriera in uno dei diversi campi e funzioni di business e management. Non è raro trovare studenti che, a questo punto, siano già abbastanza orientati verso una carriera nell'organizzazione e nelle risorse umane, o nella contabilità, o verso lavori che richiedano una visione strategica, così come una spinta all'innovazione, alla R&S, alla strategia e alla sostenibilità.

Le domande non richiedono semplicemente che gli studenti abbiano familiarità con il libro di testo, ma li sfidano a pensare a situazioni di vita reale (ad esempio, scrivere la mission e vision per un'azienda che consegna cibo, che opera in un mercato molto competitivo), facendo contemporaneamente uso delle soft-skills acquisite e delle nozioni apprese tramite i casi di studio e le testimonianze avute in aula (teoriche e pratiche).

In poche parole, le domande da 4 punti sono brevi e vanno dritte al punto, mettendo i nostri studenti nei panni dei manager, spesso chiamati a pensare fuori dagli schemi per prendere decisioni e risolvere problemi molto rapidamente.

La durata dell'esame sarà approssimativamente di 60 minuti /1 ora. Studenti con disabilità di apprendimento sono pregati di contattare la docente.

Il voto finale prenderà in considerazione il risultato conseguito durante l'esame finale per il 70%, includendo per il 30% la valutazione sulla completezza del e-portfolio che sarà composto da una collezione di lavori individuali e di gruppo realizzati durante o al termine delle attività di tutoraggio.

Fate attenzione: BA è un modulo del corso integrato chiamato Financial Accounting and Business Administration. BA è pari al 50% del voto finale. FA si terrà durante la sessione primaverile.

SUPPORT ACTIVITIES

english

Weekly tutorials will be scheduled for small groups of students (max 25) if the conditions will positively evolve. Each group will be tutored by a Teaching Assistant, who will assist the group throughout the whole course. During each tutorial, a student will develop specific soft skills applied to a specific case/topic. During or after the tutorial the student will elaborate on a piece of work that will constitute part of an e-portfolio. The e-portfolio is an essential part of the final mark (30%).

In order to ensure accessibility to all students, each tutorial will be recorded and shared online on the Moodle platform.

PROGRAM

english

- 1) The business entity as a system and different entrepreneurial orientation and forms
- 2) The effect of the environment and its influences (new aspect, digital entrepreneurship, women's and migrant's entrepreneurship, Big Data Analytics for business, AI, Sustainable Business Model, Circular Economy).
- 3) The role of Strategic thinking and risk management
- 4) Main business functions and processes.
- 5) Focus on specific functions and processes: Research & Development, Marketing, Organization, HRM, Finance & Accounting, Planning and control.
- 6) Principles of Business Ethics for Corporate Social Responsibility.

italiano

Tra gli argomenti chiave del corso ci sono:

1) L'azienda come sistema.

2) L'effetto dell'ambiente e delle sue influenze (nuovi aspetti, imprenditorialità digitale, imprenditorialità di donne e migranti, Big Data Analytics per le imprese, AI, Sustainable Business Model).

3) Il ruolo del pensiero strategico.

4) Funzioni e processi principali.

5) Focus su funzioni e processi specifici: Ricerca & Sviluppo, Marketing, Organizzazione, Gestione delle Risorse Umane, Finanza e Contabilità, Pianificazione e controllo.

6) Principi di etica aziendale per la responsabilità sociale d'impresa.

SUGGESTED TEXTBOOKS AND READINGS

english

Slides and material provided on the Moodle platform

italiano

Slides e materiali verranno resi disponibili sulla piattaforma Moodle

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=k1p5

Financial Accounting and Business Administration - Module: Business Administration - Stream B

Business Administration - Stream B

Academic year:	2022/2023
Course ID:	MAN0512B
Teacher:	Laura Corazza (Lecturer) Daniel Torchia (Lecturer)
Teacher contacts:	0116706086, laura.corazza@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

Business Administration (BA) is designed to provide a basic understanding of the general processes and functions of a business organisation. It introduces the essential aspects of managing a business in a global environment.

Specifically, it aims at developing knowledge and understanding of the principles of business administration, given the main features of a business entity, with specific regards to some of its functions and processes (i.e. Research & Development, marketing, organisation, accounting and finance, planning and control, etc.). These skills are the basis for a steady comprehension of the topic and should act as an input for further studies within the Business & Management degree program (i.e. Managerial Accounting, Marketing, Organisation, Finance, etc.).

The students should consider Business Administration as the first step of a learning process in the field of business and management. BA, with its introductory nature, serves the purpose of creating a shared ontology on the main aspects of managing a business and its core elements.

Modern features of a business and the evolution of the business context will be provided, as such, references to newspapers, business facts, examples, cases, and invited speakers are routinely applied.

italiano

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In particolare, il corso mira a sviluppare la conoscenza e la comprensione dei principi cardine dell'amministrazione aziendale, presentare le caratteristiche di un'azienda, e approfondirne aspetti specifici relativi ad alcune sue funzioni e processi (ad esempio, Ricerca & Sviluppo, marketing, contabilità e finanza, pianificazione e controllo, ecc.). Acquisire queste competenze è fondamentale per lo studente che vuole continuare il suo percorso di studi in Business & Management (ad esempio Managerial accounting, Marketing, Organization, Finance, ecc.).

COURSE AIMS

english

After the course, our students will demonstrate knowledge of the fundamentals of business administration:

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Conoscenza e capacità di comprensione applicate: identificare, analizzare e risolvere i problemi aziendali;

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diversi;

Capacità di apprendere: lavorare in modo collaborativo in team multiculturali per affrontare i problemi aziendali

Transformative learning: essere entusiasti e curiosi nell'apprendimento dei concetti, dei principi e delle tecniche di base e sviluppare le competenze necessarie per diventare futuri manager di azienda che sappiano avere un approccio orientato alla sostenibilità (leader che si prendono cura delle persone e del pianeta, badando anche al raggiungimento del profitto)

COURSE DELIVERY

english

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english

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This stimulates a sense of self-determination, empowering students to better express themselves in the topic they might be more familiar and/or more passionate with; Moreover, it can be seen as the first step in their long-term development towards a career choice within the different fields and functions of business and management. It is not rare to find students who are, by then, already quite oriented towards a career in hr and organisation, or in accounting, or towards jobs requiring a strategic vision, as well as a drive for innovation R&D, strategy and/or sustainability.

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In a nutshell, the 4-point questions are short and go straight to the point, putting our students in managers' shoes, often required to think outside the box, in order to make decisions and solve problems very quickly.

The length of the exam will be approximately of one hour. Students with learning disabilities are pleased to get in touch with the professor before the exam and during the first classes, in order to set up a specific learning plan.

The final grade will consider the mark of the written exam (70%) and the production of an E-Portfolio of works, among which there are essays, presentations, groupwork (30%). Those assignments could be both individual (where each student needs to send/upload his-her specific file) and group work (where students are called to form a group to accomplish the task). All the assignments are linked to the tutorials.

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italiano

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La domanda breve a 4 punti, in linea con tutti i principali curricula internazionali di B&M, permette agli studenti di scegliere tra quattro diverse domande, relative ad altrettanti argomenti trattati durante il modulo.

Questo stimola un senso di autodeterminazione, dando agli studenti la possibilità di esprimersi meglio sull'argomento che potrebbe essere loro più familiare e/o più appassionante; inoltre, può essere visto come il primo passo nel loro sviluppo a lungo termine verso una carriera in uno dei diversi campi e funzioni di business e management. Non è raro trovare studenti che, a questo punto, siano già abbastanza orientati verso una carriera nell'organizzazione e nelle risorse umane, o nella contabilità, o verso lavori che richiedano una visione strategica, così come una spinta all'innovazione, alla R&S, alla strategia e alla sostenibilità.

Le domande non richiedono semplicemente che gli studenti abbiano familiarità con il libro di testo, ma li sfidano a pensare a situazioni di vita reale (ad esempio, scrivere la mission e vision per un'azienda che consegna cibo, che opera in un mercato molto competitivo), facendo contemporaneamente uso delle soft-skills acquisite e delle nozioni apprese tramite i casi di studio e le testimonianze avute in aula (teoriche e pratiche).

In poche parole, le domande da 4 punti sono brevi e vanno dritte al punto, mettendo i nostri studenti nei panni dei manager, spesso chiamati a pensare fuori dagli schemi per prendere decisioni e risolvere problemi molto rapidamente.

La durata dell'esame sarà approssimativamente di 60 minuti / 1 ora. Studenti con disabilità di apprendimento sono pregati di contattare la docente.

Il voto finale prenderà in considerazione il risultato conseguito durante l'esame finale per il 70%, includendo per il 30% la valutazione sulla completezza del e-portfolio che sarà composto da una collezione di lavori individuali e di gruppo realizzati durante o al termine delle attività di tutoraggio.

Fate attenzione: BA è un modulo del corso integrato chiamato Financial Accounting and Business Administration. BA è pari al 50% del voto finale. FA si terrà durante la sessione primaverile.

SUPPORT ACTIVITIES

english

Weekly tutorials will be scheduled for small groups of students (max 25) if the conditions will positively evolve. Each group will be tutored by a Teaching Assistant, who will assist the group throughout the whole course. During each tutorial a student will develop a specific soft skills applied to a specific case/topic. During or after the tutorial the student will elaborate a piece of

work that will constitute part of an e-portfolio. The e-portfolio is an essential part of the final mark (30%).

In order to ensure accessibility to all students, each tutorial will be recorded and shared online on the Moodle platform.

italiano

Tutorati settimanali verranno resi fruibili a piccoli gruppi di 25 studenti massimo. Ad ogni gruppo verrà assegnato un Teaching Assistant che si prenderà cura del gruppo per tutta la durata del corso. Ogni tutorial ha come obiettivo lo sviluppo di una soft-skill e l'approfondimento di un contenuto. Al termine o durante il tutorial lo studente produrrà un elaborato di vario tipo, che può essere individuale o di gruppo. La collezione degli elaborati formerà un e-portfolio, valutato come parte integrante dell'esame finale.

PROGRAM

english

1) The business entity as a system.

2) The effect of the environment and its influences (new aspect, digital entrepreneurship, women's and migrant's entrepreneurship, Big Data Analytics for business, AI, Sustainable Business Model).

3) The role of Strategic thinking.

4) Main functions and processes.

5) Focus on specific functions and processes: Research & Development, Marketing, Organization, HRM, Finance & Accounting, Planning and control.

6) Principles of business ethics for Corporate Social Responsibility.

italiano

Tra gli argomenti chiave del corso ci sono:

1) L'azienda come sistema.

2) L'effetto dell'ambiente e delle sue influenze (nuovo aspetti, imprenditorialità digitale, imprenditorialità di donne e migranti, Big Data Analytics per le imprese, AI, Sustainable Business

Model).

3) Il ruolo del pensiero strategico.

4) Funzioni e processi principali.

5) Focus su funzioni e processi specifici: Ricerca & Sviluppo, Marketing, Organizzazione, Gestione delle Risorse Umane, Finanza e Contabilità, Pianificazione e controllo.

6) Principi di etica aziendale per la responsabilità sociale d'impresa.

SUGGESTED TEXTBOOKS AND READINGS

english

Slides and material provided on the Moodle platform

italiano

Slides e materiali verranno resi disponibili sulla piattaforma Moodle

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=00it

Financial Accounting and Business Administration - Module: Financial Accounting - Stream A

Financial Accounting - Stream A

Academic year:	2022/2023
Course ID:	MAN0512A
Teacher:	Simona Fiandrino (Lecturer)
Teacher contacts:	n/d, simona.fiandrino@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

business administration and accounting (first year)

COURSE OBJECTIVES

english

The aim of Financial Accounting is to develop a basic knowledge of financial accounting tools and methodologies. The purpose is to provide practical knowledge for analysing, measuring and recording business transactions (bookkeeping techniques), as well as providing the basic understanding of their communication/reporting throughout financial statements. Students need to understand that accounting is the language of business, and it can help to communicate and assess the performance of an organisation.

italiano

Il secondo Modulo (Financial Accounting) ha come obiettivo di analizzare i fatti amministrativi effettuati da un'impresa nel corso di un esercizio con particolare riferimento alla individuazione e distinzione tra aspetti finanziari ed economici. La finalità è conoscere la struttura generale di qualunque sistema aziendale inserito in un più ampio sistema economico generale ed essere in grado di comprenderne i meccanismi di governo e di valutarne i risultati dell'attività. Capacità di applicare conoscenza e comprensione. Apprendimento degli strumenti di base necessari per l'analisi delle realtà aziendali.

COURSE AIMS

english

- 1) Start developing independent judgment of business transactions.
- 2) Being able to identify and assess the key variables which are the base of any business.
- 3) Being able to analyse the main features of a business entity in terms of core functions and processes as well as the possible related issues.
- 4) Being able to analyse a business transaction.
- 5) record a business transaction on the main accounting books (ledger and journal).
- 6) understand the impact of business transaction on financial statements and been able to prepare them in their basic forms (balance sheet, income statement, cash flow statement)
- 7) identify key variables in assessing and judge the financial performance of a business

italiano

- 1) Conoscenza e capacità di comprensione.

Conoscere la struttura generale di qualunque sistema aziendale inserito in un più ampio sistema economico generale ed essere in grado di comprenderne i meccanismi di governo e di valutarne i risultati dell'attività.

- 2) Capacità di applicare conoscenza e comprensione.

Apprendimento degli strumenti di base necessari per l'analisi delle realtà aziendali.

- 3) Autonomia di giudizio.

Saper individuare le variabili chiave per la valutazione dell'attività delle aziende quali sistemi complessi.

- 4) Abilità comunicative.

Capacità di trasferire sul piano dell'analisi economico-finanziaria i fatti del management aziendale.

- 5) Capacità di apprendimento.

Condizione di successo nell'apprendimento è la capacità di saper analizzare in termini economico-finanziari i fatti del management aziendale e di tradurne gli effetti sul piano informativo-contabile.

COURSE DELIVERY

english

The course is articulated in 42 hours of formal in-class lecture time, and on those topics will be scheduled tutorials to help students with the exercises. Furthermore, an at-home work is recommended.

italiano

Il corso è costituito da 42 ore di lezione frontale, sulle tematiche illustrate a lezione inoltre sono stati predisposti dei tutoraggi per lo svolgimento degli esercizi. Durante il corso inoltre sarà richiesto.

LEARNING ASSESSMENT METHODS

english

The exam is written and it consists of exercises aimed at journalizing business transactions, multiple-choice and calculation based on recordings. The exam will be held in presence in a computer lab.

The exam is worth 90% of the module.

There are intermediate evaluated assignments that are worth the remaining 10% and they will be posted on Moodle during the course.

Please, check your institutional email, because all the emails are sent by Esse3 only to your institutional email (the one with the domain @edu.unito.it)

italiano

L'esame è scritto e si compone di esercizi di contabilità finalizzati nella registrazione a libro mastro e libro giornale di fatti amministrativi. L'esame si svolgerà in presenza su computer.

L'esame vale il 90% del modulo.

Sono previste valutazioni intermedie che pesano il restante 10%. I test intermedi saranno erogati su Moodle durante il corso e saranno dunque oggetto di valutazione.

Le istruzioni per il collegamento saranno inviate tramite esse3 nei giorni precedenti l'esame. Si ricorda di controllare l'email istituzionale, in quanto tutti i messaggi automatici sono recapitati esclusivamente alle email con il dominio @edu.unito.it).

SUPPORT ACTIVITIES

Exercises, simulations, and real cases are available on Moodle.

In order to deepen your understanding about the topics of this course and to better prepare for the exam, the textbook is warmly recommended.

The book will be really useful to you as it provides many case studies and exercises so that you can practice both while you are taking this online course and while you are studying for the final exam. We will use it as a textbook both in the course in "Financial Accounting and Business Administration" (1st year) and in the course in "Intermediate Financial Accounting" (2nd year).

PROGRAM

english

FINANCIAL ACCOUNTING (FA):

- The accounting cycle
- The accounting equation
- Accounting for ordinary business transactions;
- Fixed assets
- Payroll
- Financing operations
- Shareholders' Equity
- Preparation of trial balance
- Adjustments and closing entries
- Preparation of basic Financial statements (Balance sheet, Income Statement, Cash Flow statement)

italiano

Comprendere le modalità di osservazione dei diversi (e principali) fatti amministrativi effettuati da un'impresa nel corso di un esercizio con particolare riferimento alla individuazione e distinzione tra aspetti finanziari ed economici. La finalità è arrivare a rilevare contabilmente i principali fatti amministrativi al fine di pervenire alla redazione del bilancio d'esercizio.

I principali argomenti riguardano:

-il ciclo amministrativo-contabile;

-rilevazione delle principali operazioni d'esercizio (acquisto e vendita);

-acquisito di immobilizzazioni;

-retribuzioni a dipendenti e pagamento di professionisti;

-operazioni di finanziamento presso terzi;

-il patrimonio netto;

-il primo bilancio di verifica;

-principali operazioni di rettifica e di chiusura;

-il secondo bilancio di verifica;

-preparazione del bilancio d'esercizio (schemi semplificati).

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=t9b3

Financial Accounting and Business Administration - Module: Financial Accounting - Stream B

Financial Accounting - Stream B

Academic year:	2022/2023
Course ID:	MAN0512A
Teacher:	Giacomo Biancardi (Lecturer)
Teacher contacts:	n/d, giacomo.biancardi@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

business administration and accounting (first year)

COURSE OBJECTIVES

The aim of the second part of the course (Financial Accounting part) is to develop a basic knowledge about financial accounting tools and methodologies. The purpose is to provide practical knowledge for analysing, measuring and recording business transactions (bookkeeping techniques), as well as providing the basic understanding of their communication/reporting throughout corporate financial statements. Students need to understand that accounting is the language of business, and it can help to communicate and assess the performance of an organisation.

COURSE AIMS

- 1) Start developing independent judgment of business facts.
- 2) Being able to identify and assess the key variables which are the base of a business or an organisation.
- 3) Being able to analyse the main features of a business entity in terms of core functions and processes as well as the possible related issues.
- 4) ability to analyse a business transaction and its financial measurement and communication.
- 5) record a business transaction on the main accounting books (ledger and journal).
- 6) understand the impact of business transaction on financial reports and been able to prepare them in their basic forms (balance sheet, income statement, cash flow statement)

7) identify key variables in assessing and judge the financial performance of a business

COURSE DELIVERY

The course is articulated in 42 hours of formal in-class lecture time, and on those topics will be scheduled tutorials to help students with the exercises. Furthermore, an at-home work is recommended.

LEARNING ASSESSMENT METHODS

The exam is written and it consists of exercises aimed at journalizing business transactions, multiple-choice and calculation based on recordings. The exam will be held in presence in a computer lab.

The exam is worth 90% of the module.

There are intermediate evaluated assignments that are worth the remaining 10% and they will be posted on Moodle during the course.

Please, check your institutional email, because all the emails are sent by Esse3 only to your institutional email (the one with the domain @edu.unito.it)

SUPPORT ACTIVITIES

Exercises, simulations, and real cases are available on Moodle.

In order to deepen your understanding about the topics of this course and to better prepare for the exam, the textbook is warmly recommended.

The book will be really useful to you as it provides many case studies and exercises so that you can practice both while you are taking this online course and while you are studying for the final exam. We will use it as a textbook both in the course in "Financial Accounting and Business Administration" (1st year) and in the course in "Intermediate Financial Accounting" (2nd year).

PROGRAM

FINANCIAL ACCOUNTING (FA):

- The accounting cycle
- The accounting equation
- Accounting for ordinary business transactions;
- Fixed assets
- Payroll
- Financing operations
- Shareholders' Equity
- Preparation of trial balance
- Adjustments and closing entries
- Preparation of basic Financial statements (Balance sheet, Income Statement, Cash Flow statement)

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=p3ki

Financial Markets and Corporate Finance - Integrated course

Financial Markets and Corporate Finance - Integrated course

Academic year:	2022/2023
Course ID:	MAN0513
Teacher:	Francesco Baldi (Lecturer) Paul De Sury (Lecturer)
Teacher contacts:	n/d, francesco.baldi@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	12
Course SSD (disciplinary sector):	SECS-P/09 - finance SECS-P/11 - financial markets and Institutions
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

SUGGESTED TEXTBOOKS AND READINGS

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NOTE

English

PLEASE NOTE

When on the study plan/study load the teaching activity is defined as integrated course, so composed of two modules, on Campusnet both the denomination of the single modules and of the integrated course are indicated.

For detailed information about the syllabi, please refer to the Campusnet pages of the single modules.

Italiano

PRESTARE LA MASSIMA ATTENZIONE

Quando l'insegnamento presente sul piano di studio / carico didattico è indicato come corso integrato, formato da due moduli, in Campusnet sono riportate tanto la denominazione del corso unico, quanto quelle dei singoli moduli.

Per il dettaglio dei programmi su Campusnet, devono essere visualizzati i singoli moduli.

Course modules:

Financial Markets and Corporate Finance - Module: Corporate Finance - Stream A
Financial Markets and Corporate Finance - Module: Corporate Finance - Stream B
Financial Markets and Corporate Finance - Module: Financial Markets - Stream A
Financial Markets and Corporate Finance - Module: Financial Markets - Stream B

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=n98z

Financial Markets and Corporate Finance - Module: Corporate Finance - Stream A

Financial Markets and Corporate Finance - Module: Corporate Finance - Stream A

Academic year:	2022/2023
Course ID:	MAN0513B
Teachers:	Francesco Baldi (Lecturer)
Teacher contacts:	n/d, francesco.baldi@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/09 - finance SECS-P/11 - financial markets and Institutions
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

All topics covered, all competences and skills we mean to teach are an essential part of the necessary contents of our training that intends to offer a specific preparation in financial field. In particular, teachings offer the knowledge and capacity to understand issues related to the Principles of Corporate Finance, as specified in the next paragraph "Expected learning results".

COURSE AIMS

The course aims to provide students with conceptual tools and operational levers for the analysis of management models and evaluation of the firm's financial decisions. The student must acquire skills of analysis and evaluation of the main methods of selection and evaluation of investment and financing. Students will be encouraged, through written and oral presentations, to demonstrate their learning ability with reference to the principles of corporate finance, developing the necessary skills to undertake advanced studies with a high degree of freedom.

COURSE DELIVERY

Lectures and exercises.

LEARNING ASSESSMENT METHODS

Preparation is considered adequate (grades are on a scale of thirty) if the student shows appropriate knowledge of all topics of the programme as described in the "Programme" paragraph. The exam will thus verify the knowledge both from the theoretical and the applied standpoint (exercises). Expected knowledge and capacities are assessed by means of a written exam (with exercises and open questions).

PROGRAM

- Overview of the firm's investment decision process (so called "capital budgeting")
- Discussion of the main investment decision criteria/methodologies adopted by firms
- Valuation of a firm's investment decisions (capital budgeting techniques)
- Overview of working capital, cash cycle and operating cycle
- Levers for managing a company's working capital

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=0wzz

Financial Markets and Corporate Finance - Module: Corporate Finance - Stream B

Financial Markets and Corporate Finance - Module: Corporate Finance - Stream B

Academic year:	2022/2023
Course ID:	MAN0513B
Teachers:	Francesco Baldi (Lecturer)
Teacher contacts:	n/d, francesco.baldi@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/09 - finance SECS-P/11 - financial markets and Institutions
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

All topics covered, all competences and skills we mean to teach are an essential part of the necessary contents of our training that intends to offer a specific preparation in financial field. In particular, teachings offer the knowledge and capacity to understand issues related to the Principles of Corporate Finance, as specified in the next paragraph "Expected learning results".

COURSE AIMS

The course aims to provide students with conceptual tools and operational levers for the analysis of management models and evaluation of the firm's financial decisions. The student must acquire skills of analysis and evaluation of the main methods of selection and evaluation of investment and financing. Students will be encouraged, through written and oral presentations, to demonstrate their learning ability with reference to the principles of corporate finance, developing the necessary skills to undertake advanced studies with a high degree of freedom.

COURSE DELIVERY

Lectures and exercises.

LEARNING ASSESSMENT METHODS

Preparation is considered adequate (grades are on a scale of thirty) if the student shows appropriate knowledge of all topics of the programme as described in the "Programme" paragraph. The exam will thus verify the knowledge both from the theoretical and the applied standpoint (exercises). Expected knowledge and capacities are assessed by means of a written exam (with exercises and open questions).

PROGRAM

- Overview of the firm's investment decision process (so called "capital budgeting")
- Discussion of the main investment decision criteria/methodologies adopted by firms
- Valuation of a firm's investment decisions (capital budgeting techniques)
- Overview of working capital, cash cycle and operating cycle
- Levers for managing a company's working capital

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=yyq3

Financial Markets and Corporate Finance - Module: Financial Markets - Stream A

Financial Markets and Corporate Finance - Module: Financial Markets - Stream A

Academic year:	2022/2023
Course ID:	MAN0513A
Teachers:	Paul De Sury (Lecturer) Massimo Giorgini (Lecturer)
Teacher contacts:	011 670 6041, paul.desury@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/09 - finance SECS-P/11 - financial markets and Institutions
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

The course provides students with an overview of global financial markets and how financial intermediaries operate. It develops knowledge about the technical and economic features of equity, fixed income, foreign exchange and credit financial instruments, in the context of different market models. The course also analyzes central banking and the conduct of monetary policy, provides a focus over the interdependence between macroeconomic factors like interest rates, FX rates, asset prices and the dynamic of transmission of monetary policy strategies to real economy through global financial markets. The last financial and economic crisis has provided evidence that although well-functioning financial markets lead to economic growth, in certain conditions they may originate point of failures with negative effects for corporates and individuals. Understanding the mechanisms of financial markets and the evolution of risk management processes have never been so important, for this reason some lectures will be dedicated to the evolution of the regulatory framework. The course will also provide an introduction to behavioral finance and market efficiency theory. Ethical issues, including ESG investments and impact-investing, will be considered as well.

Italiano

COURSE AIMS

english

Students should demonstrate in-depth knowledge and understanding of financial markets and

institutions, the regulatory framework in which they operate and how financial institutions are managed. Learning should be 'critical' and active class participation is required: students have the opportunity to discuss real case studies, leveraging on financial press articles.

italiano

COURSE DELIVERY

english

The course is developed in 42 hours of lessons of theory complemented by exercises and discussion on real financial markets cases.

Italiano

LEARNING ASSESSMENT METHODS

english

The assessment method consists in a written examination. Students will have 1 hour of time. Questions will consist in questions based on theory as well quantitative exercises.

Italiano

SUPPORT ACTIVITIES

english

The lecturer suggests and provides students with interesting and recent articles, going beyond the simple program of the course. Where possible, information providers will be used to observe financial markets in real-time conditions and how asset prices change when additional information flows to market participants.

Italiano

PROGRAM

english

Overview of the Financial System and Fundamentals of Financial Markets
Interest and Debt Securities Valuation
Risk and Term Structure of Interest Rate
Financial Markets Efficiency Theory
Fundamentals of Financial Institutions
The origin of Financial Crisis and Transmission to Real Economy
Financial Regulation and the Evolution of the Regulatory Framework
Central Banking and the Conduct of Monetary Policy: The Federal Reserve System
Conduct of Monetary Policy: Tools, Goals, Strategy, and Tactics
The Bond market, the Stock market and the FX market
The International Financial System and the Financial Institutions Industry
Banking Industry and the Management of Financial Institutions
Banking Industry: Structure and Competition
Mutual Fund Industry, Insurance Companies and Pension Funds
Investment Banks, Security Brokers and Dealers, and Venture Capital Firms
Behavioral Finance
Macroeconomic and Industry Analysis

Italiano

SUGGESTED TEXTBOOKS AND READINGS

Frederick Mishkin, Stanley Eakins, Financial Markets and Institutions, Pearson, 2018, 9th edition (chapters 1-10, 12-13 and 15-22 only)
Zvi Bodie, Alex Kane, Alan Marcus, Investments, McGraw Hill Education, 2018, 11th edition (chapters 3, 12 and 17 – selected paragraph only)
Additional documentation will be provided by the Professor during the course

NOTE

english

1. The dates and the office hours of Prof. de Sury are indicated online
2. To take the exam, the students must be listed online following the formal procedure defined by the University (deadlines, pre-requisites, ...)

italiano

1. Date e orari di ricevimento del Prof. De Sury sono indicati online
2. Per sostenere l'esame gli studenti devono essere iscritti secondo la procedura formale dell'Università (iscrizione regolare online, propedeuticità ...)

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=yk7p

Financial Markets and Corporate Finance - Module: Financial Markets - Stream B

Financial Markets and Corporate Finance - Module: Financial Markets - Stream B

Academic year:	2022/2023
Course ID:	MAN0513A
Teachers:	Paul De Sury (Lecturer) Massimo Giorgini (Lecturer)
Teacher contacts:	011 670 6041, paul.desury@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/09 - finance SECS-P/11 - financial markets and Institutions
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

The course provides students with an overview of global financial markets and how financial intermediaries operate. It develops knowledge about the technical and economic features of equity, fixed income, foreign exchange and credit financial instruments, in the context of different market models. The course also analyzes central banking and the conduct of monetary policy, provides a focus over the interdependence between macroeconomic factors like interest rates, FX rates, asset prices and the dynamic of transmission of monetary policy strategies to real economy through global financial markets. The last financial and economic crisis has provided evidence that although well-functioning financial markets lead to economic growth, in certain conditions they may originate point of failures with negative effects for corporates and individuals. Understanding the mechanisms of financial markets and the evolution of risk management processes have never been so important, for this reason some lectures will be dedicated to the evolution of the regulatory framework. The course will also provide an introduction to behavioral finance and market efficiency theory. Ethical issues, including ESG investments and impact-investing, will be considered as well.

Italiano

COURSE AIMS

english

Students should demonstrate in-depth knowledge and understanding of financial markets and

institutions, the regulatory framework in which they operate and how financial institutions are managed. Learning should be 'critical' and active class participation is required: students have the opportunity to discuss real case studies, leveraging on financial press articles.

italiano

COURSE DELIVERY

english

The course is developed in 42 hours of lessons of theory complemented by exercises and discussion on real financial markets cases.

Italiano

LEARNING ASSESSMENT METHODS

english

As the situation linked to the spread of Covid-19 continues, the Corporate Finance examination ("Stream A and Stream B"), part of the Financial Markets and Corporate Finance course, will take place remotely (online). In particular, it will involve connecting students enrolled via Webex and will take place on Moodle, consisting of multiple-choice questions.

In particular, the instructor will form Webex virtual classrooms of 25 students. The exam on Moodle will be structured in 22 questions with a score of 1.5 (which allows you to obtain praise). The time available will be 40 minutes.

These provisions apply to all appeals of the summer session, unless new communication is received.

Italiano

SUPPORT ACTIVITIES

english

The lecturer suggests and provides students with interesting and recent articles, going beyond the simple program of the course. Where possible, information providers will be used to observe financial markets in real-time conditions and how asset prices change when additional information flows to market participants.

Italiano

PROGRAM

english

Overview of the Financial System and Fundamentals of Financial Markets
Interest and Debt Securities Valuation
Risk and Term Structure of Interest Rate
Financial Markets Efficiency Theory
Fundamentals of Financial Institutions
The origin of Financial Crisis and Transmission to Real Economy
Financial Regulation and the Evolution of the Regulatory Framework
Central Banking and the Conduct of Monetary Policy: The Federal Reserve System
Conduct of Monetary Policy: Tools, Goals, Strategy, and Tactics
The Bond market, the Stock market and the FX market
The International Financial System and the Financial Institutions Industry
Banking Industry and the Management of Financial Institutions
Banking Industry: Structure and Competition
Mutual Fund Industry, Insurance Companies and Pension Funds
Investment Banks, Security Brokers and Dealers, and Venture Capital Firms
Behavioral Finance
Macroeconomic and Industry Analysis

Italiano

SUGGESTED TEXTBOOKS AND READINGS

Frederick Mishkin, Stanley Eakins, Financial Markets and Institutions, Pearson, 2018, 9th edition (chapters 1-10, 12-13 and 15-22 only)
Zvi Bodie, Alex Kane, Alan Marcus, Investments, McGraw Hill Education, 2018, 11th edition (chapters 3, 12 and 17 – selected paragraph only)
Additional documentation will be provided by the Professor during the course

NOTE

english

1. The dates and the office hours of Prof. de Sury are indicated online
2. To take the exam, the students must be listed online following the formal procedure defined by

the University (deadlines, pre-requisites, ...)

italiano

1. Date e orari di ricevimento del Prof. De Sury sono indicati online
2. Per sostenere l'esame gli studenti devono essere iscritti secondo la procedura formale dell'Università (iscrizione regolare online, propedeuticità ...)

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=646y

Financial Markets and Corporate Finance - Module: Corporate Finance - Stream A

Financial Markets and Corporate Finance - Module: Corporate Finance - Stream A

Academic year:	2022/2023
Course ID:	MAN0513B
Teacher:	Francesco Baldi (Lecturer)
Teacher contacts:	n/d, francesco.baldi@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/09 - finance SECS-P/11 - financial markets and Institutions
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

All topics covered, all competences and skills we mean to teach are an essential part of the necessary contents of our training that intends to offer a specific preparation in financial field. In particular, teachings offer the knowledge and capacity to understand issues related to the Principles of Corporate Finance, as specified in the next paragraph "Expected learning results".

COURSE AIMS

The course aims to provide students with conceptual tools and operational levers for the analysis of management models and evaluation of the firm's financial decisions. The student must acquire skills of analysis and evaluation of the main methods of selection and evaluation of investment and financing. Students will be encouraged, through written and oral presentations, to demonstrate their learning ability with reference to the principles of corporate finance, developing the necessary skills to undertake advanced studies with a high degree of freedom.

COURSE DELIVERY

Lectures and exercises.

LEARNING ASSESSMENT METHODS

Preparation is considered adequate (grades are on a scale of thirty) if the student shows appropriate knowledge of all topics of the programme as described in the "Programme" paragraph. The exam will thus verify the knowledge both from the theoretical and the applied standpoint (exercises). Expected knowledge and capacities are assessed by means of a written exam (with exercises and open questions).

PROGRAM

- Overview of the firm's investment decision process (so called "capital budgeting")
- Discussion of the main investment decision criteria/methodologies adopted by firms
- Valuation of a firm's investment decisions (capital budgeting techniques)
- Overview of working capital, cash cycle and operating cycle
- Levers for managing a company's working capital

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=0wzz

Financial Markets and Corporate Finance - Module: Corporate Finance - Stream B

Financial Markets and Corporate Finance - Module: Corporate Finance - Stream B

Academic year:	2022/2023
Course ID:	MAN0513B
Teacher:	Francesco Baldi (Lecturer)
Teacher contacts:	n/d, francesco.baldi@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/09 - finance SECS-P/11 - financial markets and Institutions
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

All topics covered, all competences and skills we mean to teach are an essential part of the necessary contents of our training that intends to offer a specific preparation in financial field. In particular, teachings offer the knowledge and capacity to understand issues related to the Principles of Corporate Finance, as specified in the next paragraph "Expected learning results".

COURSE AIMS

The course aims to provide students with conceptual tools and operational levers for the analysis of management models and evaluation of the firm's financial decisions. The student must acquire skills of analysis and evaluation of the main methods of selection and evaluation of investment and financing. Students will be encouraged, through written and oral presentations, to demonstrate their learning ability with reference to the principles of corporate finance, developing the necessary skills to undertake advanced studies with a high degree of freedom.

COURSE DELIVERY

Lectures and exercises.

LEARNING ASSESSMENT METHODS

Preparation is considered adequate (grades are on a scale of thirty) if the student shows appropriate knowledge of all topics of the programme as described in the "Programme" paragraph. The exam will thus verify the knowledge both from the theoretical and the applied standpoint (exercises). Expected knowledge and capacities are assessed by means of a written exam (with exercises and open questions).

PROGRAM

- Overview of the firm's investment decision process (so called "capital budgeting")
- Discussion of the main investment decision criteria/methodologies adopted by firms
- Valuation of a firm's investment decisions (capital budgeting techniques)
- Overview of working capital, cash cycle and operating cycle
- Levers for managing a company's working capital

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=yyq3

Financial Markets and Corporate Finance - Module: Financial Markets - Stream A

Financial Markets and Corporate Finance - Module: Financial Markets - Stream A

Academic year:	2022/2023
Course ID:	MAN0513A
Teacher:	Paul De Sury (Lecturer) Massimo Giorgini (Lecturer)
Teacher contacts:	011 670 6041, paul.desury@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/09 - finance SECS-P/11 - financial markets and Institutions
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

The course provides students with an overview of global financial markets and how financial intermediaries operate. It develops knowledge about the technical and economic features of equity, fixed income, foreign exchange and credit financial instruments, in the context of different market models. The course also analyzes central banking and the conduct of monetary policy, provides a focus over the interdependence between macroeconomic factors like interest rates, FX rates, asset prices and the dynamic of transmission of monetary policy strategies to real economy through global financial markets. The last financial and economic crisis has provided evidence that although well-functioning financial markets lead to economic growth, in certain conditions they may originate point of failures with negative effects for corporates and individuals. Understanding the mechanisms of financial markets and the evolution of risk management processes have never been so important, for this reason some lectures will be dedicated to the evolution of the regulatory framework. The course will also provide an introduction to behavioral finance and market efficiency theory. Ethical issues, including ESG investments and impact-investing, will be considered as well.

Italiano

COURSE AIMS

english

Students should demonstrate in-depth knowledge and understanding of financial markets and

institutions, the regulatory framework in which they operate and how financial institutions are managed. Learning should be 'critical' and active class participation is required: students have the opportunity to discuss real case studies, leveraging on financial press articles.

italiano

COURSE DELIVERY

english

The course is developed in 42 hours of lessons of theory complemented by exercises and discussion on real financial markets cases.

Italiano

LEARNING ASSESSMENT METHODS

english

The assessment method consists in a written examination. Students will have 1 hour of time. Questions will consist in questions based on theory as well quantitative exercises.

Italiano

SUPPORT ACTIVITIES

english

The lecturer suggests and provides students with interesting and recent articles, going beyond the simple program of the course. Where possible, information providers will be used to observe financial markets in real-time conditions and how asset prices change when additional information flows to market participants.

Italiano

PROGRAM

english

Overview of the Financial System and Fundamentals of Financial Markets
Interest and Debt Securities Valuation
Risk and Term Structure of Interest Rate
Financial Markets Efficiency Theory
Fundamentals of Financial Institutions
The origin of Financial Crisis and Transmission to Real Economy
Financial Regulation and the Evolution of the Regulatory Framework
Central Banking and the Conduct of Monetary Policy: The Federal Reserve System
Conduct of Monetary Policy: Tools, Goals, Strategy, and Tactics
The Bond market, the Stock market and the FX market
The International Financial System and the Financial Institutions Industry
Banking Industry and the Management of Financial Institutions
Banking Industry: Structure and Competition
Mutual Fund Industry, Insurance Companies and Pension Funds
Investment Banks, Security Brokers and Dealers, and Venture Capital Firms
Behavioral Finance
Macroeconomic and Industry Analysis

Italiano

SUGGESTED TEXTBOOKS AND READINGS

Frederick Mishkin, Stanley Eakins, Financial Markets and Institutions, Pearson, 2018, 9th edition (chapters 1-10, 12-13 and 15-22 only)
Zvi Bodie, Alex Kane, Alan Marcus, Investments, McGraw Hill Education, 2018, 11th edition (chapters 3, 12 and 17 – selected paragraph only)
Additional documentation will be provided by the Professor during the course

NOTE

english

1. The dates and the office hours of Prof. de Sury are indicated online
2. To take the exam, the students must be listed online following the formal procedure defined by the University (deadlines, pre-requisites, ...)

italiano

1. Date e orari di ricevimento del Prof. De Sury sono indicati online
2. Per sostenere l'esame gli studenti devono essere iscritti secondo la procedura formale dell'Università (iscrizione regolare online, propedeuticità ...)

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=yk7p

Financial Markets and Corporate Finance - Module: Financial Markets - Stream B

Financial Markets and Corporate Finance - Module: Financial Markets - Stream B

Academic year:	2022/2023
Course ID:	MAN0513A
Teacher:	Paul De Sury (Lecturer) Massimo Giorgini (Lecturer)
Teacher contacts:	011 670 6041, paul.desury@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/09 - finance SECS-P/11 - financial markets and Institutions
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

The course provides students with an overview of global financial markets and how financial intermediaries operate. It develops knowledge about the technical and economic features of equity, fixed income, foreign exchange and credit financial instruments, in the context of different market models. The course also analyzes central banking and the conduct of monetary policy, provides a focus over the interdependence between macroeconomic factors like interest rates, FX rates, asset prices and the dynamic of transmission of monetary policy strategies to real economy through global financial markets. The last financial and economic crisis has provided evidence that although well-functioning financial markets lead to economic growth, in certain conditions they may originate point of failures with negative effects for corporates and individuals. Understanding the mechanisms of financial markets and the evolution of risk management processes have never been so important, for this reason some lectures will be dedicated to the evolution of the regulatory framework. The course will also provide an introduction to behavioral finance and market efficiency theory. Ethical issues, including ESG investments and impact-investing, will be considered as well.

Italiano

COURSE AIMS

english

Students should demonstrate in-depth knowledge and understanding of financial markets and

institutions, the regulatory framework in which they operate and how financial institutions are managed. Learning should be 'critical' and active class participation is required: students have the opportunity to discuss real case studies, leveraging on financial press articles.

italiano

COURSE DELIVERY

english

The course is developed in 42 hours of lessons of theory complemented by exercises and discussion on real financial markets cases.

Italiano

LEARNING ASSESSMENT METHODS

english

As the situation linked to the spread of Covid-19 continues, the Corporate Finance examination ("Stream A and Stream B"), part of the Financial Markets and Corporate Finance course, will take place remotely (online). In particular, it will involve connecting students enrolled via Webex and will take place on Moodle, consisting of multiple-choice questions.

In particular, the instructor will form Webex virtual classrooms of 25 students. The exam on Moodle will be structured in 22 questions with a score of 1.5 (which allows you to obtain praise). The time available will be 40 minutes.

These provisions apply to all appeals of the summer session, unless new communication is received.

Italiano

SUPPORT ACTIVITIES

english

The lecturer suggests and provides students with interesting and recent articles, going beyond the simple program of the course. Where possible, information providers will be used to observe financial markets in real-time conditions and how asset prices change when additional information flows to market participants.

Italiano

PROGRAM

english

Overview of the Financial System and Fundamentals of Financial Markets
Interest and Debt Securities Valuation
Risk and Term Structure of Interest Rate
Financial Markets Efficiency Theory
Fundamentals of Financial Institutions
The origin of Financial Crisis and Transmission to Real Economy
Financial Regulation and the Evolution of the Regulatory Framework
Central Banking and the Conduct of Monetary Policy: The Federal Reserve System
Conduct of Monetary Policy: Tools, Goals, Strategy, and Tactics
The Bond market, the Stock market and the FX market
The International Financial System and the Financial Institutions Industry
Banking Industry and the Management of Financial Institutions
Banking Industry: Structure and Competition
Mutual Fund Industry, Insurance Companies and Pension Funds
Investment Banks, Security Brokers and Dealers, and Venture Capital Firms
Behavioral Finance
Macroeconomic and Industry Analysis

Italiano

SUGGESTED TEXTBOOKS AND READINGS

Frederick Mishkin, Stanley Eakins, Financial Markets and Institutions, Pearson, 2018, 9th edition (chapters 1-10, 12-13 and 15-22 only)
Zvi Bodie, Alex Kane, Alan Marcus, Investments, McGraw Hill Education, 2018, 11th edition (chapters 3, 12 and 17 – selected paragraph only)
Additional documentation will be provided by the Professor during the course

NOTE

english

1. The dates and the office hours of Prof. de Sury are indicated online
2. To take the exam, the students must be listed online following the formal procedure defined by

the University (deadlines, pre-requisites, ...)

italiano

1. Date e orari di ricevimento del Prof. De Sury sono indicati online
2. Per sostenere l'esame gli studenti devono essere iscritti secondo la procedura formale dell'Università (iscrizione regolare online, propedeuticità ...)

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=646y

French Language

French Language

Academic year:	2022/2023
Course ID:	MAN0286
Teacher:	Sylvie Pipari (Lecturer)
Teacher contacts:	0116706103, sylvie.pipari@unito.it
Year:	2nd year
Type:	Elective
Credits/recognition:	6
Course SSD (disciplinary sector):	L-LIN/04 - language and translation - french
Delivery:	Formal authority
Language:	French
Attendance:	Obligatory
Type of examination:	Written and oral

COURSE OBJECTIVES

english

The French Language Course reaches a level of proficiency equal to Level B2 of the Common European Framework of Reference.

italiano

Il corso di Lingua Francese mira al raggiungimento di un livello almeno pari al livello B2 del Quadro di riferimento europeo.

COURSE AIMS

english

At the end of the didactic course the results will correspond to Level B2 of the Common European Framework of Reference. As to say, ability to comprehend basic ideas of complex texts about concrete and abstract subjects, included technical discussions in his or her field of studies; ability to interact in a spontaneous and easy way; ability to write articulate and well-constructed texts on a wide range of subjects and ability to express his or her opinion on topics about current events, displaying the pros and cons of the different options.

Students will also learn many aspects of social and economical French culture; they will be able to analyze texts and documents in French with specific notions and methods

italiano

Il corso mira a fornire competenze linguistiche pari al livello B2 del Quadro di riferimento europeo: capacità di comprendere le idee fondamentali di testi complessi su argomenti sia concreti sia astratti, comprese le discussioni tecniche nel proprio settore di specializzazione; capacità di interagire con relativa scioltezza e spontaneità; capacità di produrre testi chiari e articolati su un'ampia gamma di argomenti e esprimere un'opinione su un argomento d'attualità, esponendo i pro e i contro delle diverse opzioni.

Lo studente acquisisce inoltre conoscenze sulla cultura sociale ed economica francese e dovrà saper analizzare testi e documenti in lingua in maniera autonoma, applicando specifiche nozioni e metodi.

COURSE DELIVERY

english

Lectures with the aid of power point slides, films and illustrations; language courses and exercises

italiano

Lezioni frontali con l'ausilio di slides, filmati e materiale iconografico; esercitazioni di lingua con esercizi.

LEARNING ASSESSMENT METHODS

english

Given the COVID-19 emergency, the examinations will take place remotely (online).

Students should always register for the exam via ESSE3. A few days before the exam day, ONLY enrolled students will be notified about the Webex link via their UniTo e-mail. For the further details, please, check here.

Code of ethics | Exams

Each student is invited to carefully read the University's Code of Ethics (available at the link: https://www.unito.it/sites/default/files/allegati/01-08-2014/cod_etic_o_comunita_universitaria.pdf) whose moral principles we are sure you will all comply with - especially in this situation, in which the methods of examination will rely on your high sense of responsibility. You are men and women who will soon find your place in the labour market: professors have faith in your human qualities and we appeal to those.

However, the risk that meritocratic principles will be undermined by inappropriate behavior is real and that is why each professor will continue, with even greater rigor, to supervise the performance of the oral and written examination tests, facilitated by the inferential analysis tools of numerous data available to us and by anti-plagiarism and anti-copying software (eg TURNITIN <https://www.unito.it/node/4686>).

All unlawful behaviors will be punished according with the administrative sanctions that the regulation on proceedings and disciplinary sanctions against students provides for (https://www.sme.unito.it/sites/u005/files/allegatiparagrafo/20-07-2016/regolamento_sanzioni_disciplinari_scuola_di_management_ed_economia_0.pdf)

italiano

L'esame comporterà una prova scritta e una prova orale. L'accesso alla prova orale è possibile previa superamento della prova scritta.

Il voto ottenuto nelle due prove scritte concorre al punteggio finale, che si consegue dopo aver

superato anche la prova orale, sulla base di un massimo di punti 30.

Modalità esami :

Studenti frequentanti (2° anno)

Prova scritta

1 prova pluriattività grammaticali, legata alle esercitazioni. Durata: 1 ora

1 prova pluriattività legata al corso ufficiale (esercizi di comprensione scritta e produzione).

Durata: 1 ora

Non è ammesso l'uso del dizionario.

Prova orale

Presentazione di un argomento a scelta (legato all'economia/attualità) previa approvazione dell'argomento dai docenti.

Gli studenti frequentanti del corso di esercitazioni potranno dare due test intermedi alla fine del primo semestre e del secondo semestre, che permetteranno di valutare le proprie competenze e di ottenere un bonus punto per il voto finale (0,5 + 0,5).

Studenti non frequentanti (3° anno)

Prova scritta

1 prova pluriattività grammaticale e produzione. Durata: 1 ora

1 prova di comprensione di un articolo a carattere economico. Durata: 1 ora

Non è ammesso l'uso del dizionario.

Prova orale

Presentazione di un articolo economico/d'attualità a scelta.

Manuale : France 2023 Les données clés, La documentation française (à paraître janvier-février 2023)

La componente studentesca in possesso di una certificazione B2 o ESABAC (validità: 3 anni) è esonerata dal frequentare le esercitazioni (che curano la parte linguistica) del primo trimestre. Dovrà presentare ai docenti l'originale del diploma.

PROGRAM

english

Grammar and lexical activities, comprehension and written production, comprehension and oral production make reference to the Units of the online book "Les douze travaux de Studentix".

The official course offers:

- a reflection on social and economic culture specificities of France and Francophone Countries referring to the international context. For completing the study a dossier made up by press articles and other suitable documents will be available for the students.
- Elements of linguistics, so as to supply the essential instruments for carrying out analysis activities on the articles and documents proposed by the teacher.

italiano

Le attività grammaticali e lessicali, gli esercizi di comprensione scritta e orale, gli esercizi di produzione scritta e orale si basano sulle unità del manuale online "Les douze travaux de Studentix".

Il corso ufficiale offre :

- un panorama sociale e economico della Francia e dei paesi francofoni a partire da articoli della stampa e documenti istituzionali che saranno messi alla disposizione degli studenti.
- Elementi di linguistica che permettono di analizzare gli articoli e i documenti proposti dall'insegnante.

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=acaw

German Language

German Language

Academic year:	2022/2023
Course ID:	MAN0288
Teacher:	Kirsten Struve (Lecturer)
Teacher contacts:	0116709742 (momentaneamente sospeso), kirsten.struve@unito.it
Year:	2nd year
Type:	Elective
Credits/recognition:	6
Course SSD (disciplinary sector):	L-LIN/14 - language and translation - german
Delivery:	E-learning
Language:	English
Attendance:	Obligatory
Type of examination:	Written and oral

PREREQUISITES

Basic knowledge of grammatical terminology

COURSE OBJECTIVES

Students must reach the B1 level of language proficiency (written and oral).

The German Language Course consists of two parts.

The first part consists of language exercises with mother tongue teachers, which take place in the first term. Students are divided into three groups based on the linguistic level of entry.

The student's language level is ascertained by means of a test that will take place online.

In the second and third terms the student must attend the official course held by the teacher. The course is devoted to the structures of the German sentence and the economic, financial and legal lexicon.

In order to be admitted to the final exam, it is necessary to have attended the official course.

COURSE AIMS

Students reach the B1/ B2 level of language proficiency (written and oral)

COURSE DELIVERY

Students who regularly attend the exercises will be able to take one final test that will contribute to forming the final grade (credit: 1).

Those who do not attend the exercises will not have the credit.

Students are reminded that it is highly recommended to follow the language exercises.

The official course with the teacher includes a written exam and an oral exam on the course contents.

LEARNING ASSESSMENT METHODS

Lessons and exercises with native teachers during the first term.

Official course with the lecturer on the second and third terms.

SUPPORT ACTIVITIES

In addition to the official German language course, students will have to attend the lessons taught by the native instructors. These lessons will be necessary and mandatory in order to prepare in a better way the written exam.

PROGRAM

The course includes the acquisition of basic grammatical skills (phonology, morphology, syntax and vocabulary) up to the B1/B2 level of the CEFR.

During the official course the language of economics will be introduced.

SUGGESTED TEXTBOOKS AND READINGS

For the courses of the first term (preparatory courses)/Per i tutorati: Motive A1-B1, Kursbuch e Arbeitsbuch anno pubblicazione 2015/16, casa editrice Hueber, autori Willfried Krenn, Herbert Puchta.

For the course of the second/third term (official course): Im Beruf neu B1+/B2 Kursbuch anno pubblicazione 2017, casa editrice Hueber, autrici Annette Müller, Sabine Schlüter.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=0c16

Human Resource Management

Human Resource Management

Academic year:	2022/2023
Course ID:	MAN0517
Teacher:	Cecilia Casalegno (Lecturer) Hui Tin Lydia Tan (Lecturer)
Teacher contacts:	cecilia.casalegno@unito.it
Year:	3rd year
Type:	Related or integrative
Credits/recognition:	6
Course SSD (disciplinary sector):	M-PSI/01 - general psychology
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written

COURSE OBJECTIVES

The course aims at teaching the fundamentals of the strategy related to human resources management. Managing people is not just about providing for their salaries, nor means applying on them an evaluation an end in itself. Managing people in any organization means first be aware that the human being is in continuous development and the company will give people the chance to develop, the more it will grow with the people who work there inside. The course objective is therefore to ensure that the student can assimilate as much as possible those theoretical knowledge on the subject that may have real feedback and applications.

COURSE AIMS

At the end of the course students will be able to:

- Rework knowingly theoretical teachings that academic studies consider as fundamental;
- Apply theoretical concepts related to the strategic management of human resources in specific instances;
- Understand what is the best, fairest and effective people management strategy in an organizations;
- Attend a job interview, considering what has been said over the subject in the classroom.

COURSE DELIVERY

lectures, practical applications through case studies, current events analysis and testimonials from Entrepreneurs and Managers.

LEARNING ASSESSMENT METHODS

SUPPORT ACTIVITIES

Announcement of seminars about the topic and insights through web platforms (with the students, who are asked for interaction)

PROGRAM

Program Prof LYDIA TAN:

- The organisational setting and psychological contracts - Individual differences: Personality and Intelligence - Attitudes, motivation and job satisfaction - Perception and decision-making - Groups, teams and teamwork - Conflict, conflict resolution and negotiation - Organisational culture and change - Work-related stress and well-being Program Prof CECILIA CASALEGNO

- Business strategies and human resources

- People, motivations and skills

- Program the people to grow with them

- Labour markets

- The right people in the right place

- From the contract to commitment

- Develop human capital

- Organize the work of the people

- Assess human resources

- Manage the performance

SUGGESTED TEXTBOOKS AND READINGS

.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=779o

Intermediate Financial Accounting - Stream A

Intermediate Financial Accounting - Stream A

Academic year:	2022/2023
Course ID:	MAN0268
Teacher:	Davide Calandra (Lecturer)
Teacher contacts:	n/d, davide.calandra@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

This course aims at developing advanced skills required to interpret, analyze and assess financial information presented Financial Statements, prepared according to EU rules.

COURSE AIMS

- 1) Knowledge and understanding: improvement of knowledge about financial statements and development of basic knowledge about its analysis will be reached by the student. In addition, students will be able to understand and gain knowledge about the regulatory and professional requirements related to the preparation and presentation of the Financial Statements.
- 2) Applying knowledge and understanding: students will be able to analyse and interpret the financial statements.
- 3) Making judgements: the student will be able to evaluate the main variables concerning preparation of financial statements and its analysis. Students will be able to gain consistent knowledge in order to identify key influencing factors in assessing companies' financial performance.
- 4) Communication skills: ability to handle and communicate useful information related to the preparation of Financial Statements.
- 5) Learning skills: the student will develop autonomous and yet not standardised learning skills, focused to critically and constructively approach managerial issues in a quantitative way. Successful learning will be linked to a deep understanding of companies' structure and strong knowledge according to the regulatory and professional requirements needed in the preparation and presentation of the Financial Statements.

COURSE DELIVERY

The lessons will be delivered asynchronously and synchronously also using moodle and webex virtual platforms

LEARNING ASSESSMENT METHODS

During the health emergency situation, the exam will be conducted on the Webex Platform in the form of a written exam on Moodle

First, you will access to the Webex platform through your institutional mail and the Professors will check your ID.

Second, you will start the written exam available on Moodle consisting of questions in the form of multiple-choice, calculations.

Some days before the exam, you will receive an email with the passwords to get the access the Webex session and with the password to start the written exam.

Please, check your institutional email, because all the emails are sent by Esse3 only to your institutional email (the one with the domain @edu.unito.it).

SUPPORT ACTIVITIES

Homework sets will be assigned, and their solutions will be discussed in class and published on Moodle.

PROGRAM

Contents

This course presents main issues related to the preparation and the analysis of general purposes financial statements. Course outline:

A) Objectives of general purposes financial statement:

Users of financial statement

The elements of financial statement

Recognition of the elements of financial statement

B) Measurement of the elements of financial statement

Intangible assets

Properties, plants and equipments

Financial assets

Inventories

Receivables

Provisions

C) Tools and sources for financial statement analysis:

Ratio analysis of financial statement: capital structure and solvency; asset composition; capital composition

Capital structure measure for solvency analysis: short-term liquidity (working capital analysis; liquidity ratio; quick ratio);

Profitability analysis (Return on sales; Return on invested capital; Return on equity);

D) Cash-flow analysis

SUGGESTED TEXTBOOKS AND READINGS

.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=woz6

Intermediate Financial Accounting - Stream B

Intermediate Financial Accounting - Stream B

Academic year:	2022/2023
Course ID:	MAN0268
Teacher:	Davide Calandra (Lecturer)
Teacher contacts:	n/d, davide.calandra@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

This course aims at developing advanced skills required to interpret, analyze and assess financial information presented Financial Statements, prepared according to EU rules.

Italiano

COURSE AIMS

english

1) Knowledge and understanding: improvement of knowledge about financial statements and development of basic knowledge about its analysis will be reached by the student. In addition, students will be able to understand and gain knowledge about the regulatory and professional requirements related to the preparation and presentation of the Financial Statements.

2) Applying knowledge and understanding: students will be able to analyse and interpret the financial statements.

3) Making judgements: the student will be able to evaluate the main variables concerning preparation of financial statements and its analysis. Students will be able to gain consistent knowledge in order to identify key influencing factors in assessing companies' financial performance.

4) Communication skills: ability to handle and communicate useful information related to the preparation of Financial Statements.

5) Learning skills: the student will develop autonomous and yet not standardised learning skills, focused to critically and constructively approach managerial issues in a quantitative way. Successful learning will be linked to a deep understanding of companies' structure and strong knowledge according to the regulatory and professional requirements needed in the preparation and presentation of the Financial Statements.

italiano

COURSE DELIVERY

english

The course is articulated in 42 hours of formal in-class lecture time, and in at least as many hours of at-home work solving practical exercises.

italiano

LEARNING ASSESSMENT METHODS

english

The exam consists in:

- a written exam with open questions and exercises based on accounting principles, on financial analysis and on financial interpretation;
- weekly quizzes valuing 10% of the total mark.

The final mark is the sum of the mark achieved in the written test and the quizzes.

italiano

SUPPORT ACTIVITIES

english

Homework sets will be assigned, and their solutions will be discussed in class and published on Moodle.

PROGRAM

english

Contents

This course presents main issues related to the preparation and the analysis of general purposes financial statements. Course outline:

A) Objectives of general purposes financial statement:

Users of financial statement

The elements of financial statement

Recognition of the elements of financial statement

B) Measurement of the elements of financial statement

Intangible assets

Properties, plants and equipments

Financial assets

Inventories

Receivables

Provisions

C) Tools and sources for financial statement analysis:

Ratio analysis of financial statement: capital structure and solvency; asset composition; capital composition

Capital structure measure for solvency analysis: short-term liquidity (working capital analysis; liquidity ratio; quick ratio);

Profitability analysis (Return on sales; Return on invested capital; Return on equity);

D) Cash-flow analysis

italiano

SUGGESTED TEXTBOOKS AND READINGS

.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=3n1n

Italian Language

Italian Language

Academic year:	2022/2023
Course ID:	MAN0291
Teacher:	Paolo Nitti (Lecturer)
Teacher contacts:	paolo.nitti@uninsubria.it
Year:	1st year
Type:	For the final degree and for the knowledge of foreign language
Credits/recognition:	6
Course SSD (disciplinary sector):	L-FIL-LET/12 - italian linguistics
Delivery:	Formal authority
Language:	Italian
Attendance:	Obligatory
Type of examination:	Practice test

COURSE OBJECTIVES

English

The "Italian Language" Module aims at: 1) learn and use strategies for studying various aspects of the Italian language (e.g. vocabulary, grammar, comprehension and production); 2) enhance comprehension and production skills in Italian (the classes and the activities will be partly in English). The "Language practice" Module aims at practicing all the aspects of the Italian language that are necessary to reach the B1 (Intermediate) level according to the European Framework for Languages.

Italiano

L'insegnamento di Lingua italiana si prefigge l'obiettivo di insegnare a utilizzare strategie di studio di diversi aspetti della lingua italiana (es. vocabolario, grammatica, produzione e comprensione) e perfezionare le abilità di produzione e ricezione in italiano. Parte delle lezioni sarà in inglese. La parte pratica, invece, è orientata al perfezionamento degli aspetti trattati durante il corso, con l'obiettivo di raggiungere il livello B1 del QCERL.

COURSE AIMS

english

At the end of the course students will be able to

- identify, understand and interpret the main points of clear standard speech on familiar and professional matters regularly encountered in work, school, leisure, etc.
- understand the main point of radio or TV programs on different affairs or topics.
- understand texts that consist mainly of high frequency everyday or professional language.
- understand and identify descriptions of events, feelings and wishes in personal and formal letters.

deal with most situations likely to arise whilst travelling in an area where the language is spoken.

Italiano

Alla fine del corso gli studenti e le studentesse saranno in grado di identificare i punti salienti del parlato e dello scritto e comprendere vari tipi e generi testuali.

PROGRAM

English

1. Grammar

- uses and functions of the determinative and indeterminative articles
- regular and irregular noun forms
- possessive, personal, direct, indirect, relative, demonstrative indefinite adjectives and pronouns
- adverbs
- double pronouns
- comparatives and superlatives
- verbs: (Indicative, Conditional, Subjunctive, Imperative)
- periphrasis
- passive form
- preposition
- conjunctions.

2. Vocabulary

- everyday life (shopping, transport, food and drink, clothes, music, cinema, family, relationships, free-time activities, sport, weather, citylife, hobbies, money, climate, internet)
- professional LSP.

Italiano

1. Grammatica

- gli articoli determinativi e indeterminativi
- il sistema nominale
- aggettivi e pronomi
- avverbi
- pronomi doppi
- comparativi e superlativi
- verbi: (Indicativo, Condizionale, Congiuntivo, Imperativo)
- perifrasi
- passive form
- preposizioni
- congiunzioni.

2. Vocabolario

- Vita quotidiana
- Microlingue professionali

SUGGESTED TEXTBOOKS AND READINGS

english

Class handouts.

Italiano

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=3mph

Labelling (Food and non-food products)

Labelling (Food and non-food products)

Academic year:	2022/2023
Course ID:	MAN0207
Teacher:	Erica Varese (Lecturer)
Teacher contacts:	011 - 670 57 91, erica.varese@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/13 - commodity science
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Quiz

COURSE OBJECTIVES

english

The course will provide students with an advanced knowledge of food and non-food labelling within the European Union.

italiano

Il corso permette di acquisire conoscenze e capacità di comprensione in materia di etichettatura dei prodotti (alimentari e non) nell'Unione europea.

COURSE AIMS

english

Students will learn how to connect issues discussed in the course with the main themes concerning labelling of foodstuffs and non-food products.

The area encompassing a label is regulated by law. For manufacturers, complying with these rules is compulsory. For consumers, understanding them allows aware choices.

Knowledge and understanding

- describe the development of EU legislation on labelling, advertising and presentation of foodstuffs;
- describe the development of EU legislation on nutrition and health claims appearing on foodstuffs;
- list and describe mandatory information required by EU legislation on food information to consumers;

- illustrate the characteristics of some vertical rules on food labelling;
- illustrate the characteristics of some vertical rules on non-food labelling.

Making judgements

- Evaluate the accuracy of information appearing in food and non-food labelling.

Communication skills

At the end of the course, students will be able to use the technical language for providing consumers with information on food and non-food products.

italiano

Gli studenti acquisiscono la capacità di collegare gli argomenti trattati nel corso con le principali tematiche relative all'etichettatura dei prodotti (alimentari e non).

L'etichettatura dei prodotti (alimentari e non) è disciplinata da una specifica normativa. Gli operatori professionali sono obbligati a rispettare la normativa prevista. I consumatori, conoscendola, possono effettuare scelte consapevoli.

Conoscenza e capacità di comprensione

- descrivere l'evoluzione della normativa unionale sull'etichettatura, la presentazione e la pubblicità degli alimenti;
- descrivere l'evoluzione della normativa unionale relativa indicazioni nutrizionali e sulla salute fornite sui prodotti alimentari;
- elencare e descrivere le informazioni obbligatorie previste dalla normativa della Ue sulla fornitura di informazioni sugli alimenti ai consumatori;
- illustrare le caratteristiche di alcune normative verticali sull'etichettatura degli alimenti;
- illustrare le caratteristiche di alcune normative verticali sull'etichettatura dei prodotti non alimentari

Autonomia di giudizio

Effettuare delle valutazioni sulla correttezza delle indicazioni presenti sull'etichettatura degli alimenti e dei prodotti non alimentari.

Abilità comunicative

Alla fine dell'insegnamento, lo studente dovrà sapere utilizzare il linguaggio tecnico relativo alla

fornitura di informazioni sui prodotti alimentari e non.

COURSE DELIVERY

english

The course consists in 42 hours of lectures.

If possible, seminars held by qualified experts and company visits will be organised

italiano

Il corso consiste in 42 ore di didattica.

Se possibile, saranno organizzati seminari tenuti da esperti e visite aziendali.

LEARNING ASSESSMENT METHODS

english

Due to the situation related to the Coronavirus spreading, the dates indicated and examination modalities may be subject to change.

For the updates and instructions, we invite you to check frequently the NEWS and noticesopen_in_new published on the site <https://www.business-management.unito.it/do/home.pl/View?doc=exams.html>, the page of the courses of your interest and "Coronavirus: Online Teachingopen_in_new" page, available from "Instructions for students" section on the University Portal.

Students should always register for the exam via ESSE3. If the exam will be online, a few days before it, ONLY enrolled students will be notified about the Webex link via their UniTo e-mail. For further details, please, check the Moodle course page.

italiano

La verifica in itinere dell'apprendimento avviene rispondendo a domande analoghe a quelle dell'esame, senza valore per la valutazione finale, ma utili allo studente per valutare il personale grado di apprendimento.

Per verificare il raggiungimento degli obiettivi dell'insegnamento, saranno organizzati in aula per gli studenti dei lavori di gruppo (o dei lavori individuali).

La verifica della preparazione degli studenti avverrà con esame scritto composto da domande a risposta chiusa e/o aperta (con spazio di risposta predefinito), seguito da una valutazione orale.

Gli argomenti oggetto d'esame rifletteranno quelli trattati durante l'insegnamento e presenti nel programma.

PROGRAM

english

- The provision of food information to consumers (General provisions; General principles on food information; General food information requirements and responsibilities of food business operators; Mandatory food information; Voluntary food information);
- Marketing communication and food labelling (Antitrust Authority - AGCM - and Institute of Marketing Communication Self-Regulation - IAP);
- "Vertical" labelling legislation on specific products (eggs, oil, cocoa and chocolate, ...);
- Labelling rules for non-food products (cosmetics, textiles, ...)

italiano

- La fornitura di informazioni sugli alimenti ai consumatori (Disposizioni generali; Principi generali delle informazioni sugli alimenti; Requisiti generali relativi all'informazione sugli alimenti e responsabilità degli operatori del settore alimentare; Informazioni obbligatorie sugli alimenti; Informazioni volontarie sugli alimenti);
- Pubblicità ed etichettatura dei prodotti alimentari (Autorità garante della concorrenza e del mercato - AGCM - e Istituto dell'autodisciplina pubblicitaria - IAP)
- Etichettatura di specifici alimenti (uova, olio, cacao e cioccolato etc.);
- Etichettatura di prodotti non alimentari (cosmetici, tessili etc.).

SUGGESTED TEXTBOOKS AND READINGS

NOTE

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We stress the importance of a conscious and correct use of the material published on Moodle by the academic community, in compliance with the provisions of the University Code of Ethics, Italian copyright law and EU legislation.

Please note that copyright infringement will result in serious penalties.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=f010

Logistic Trade

Logistic Trade

Academic year:	2022/2023
Course ID:	MAN0516
Teacher:	Erica Varese (Lecturer)
Teacher contacts:	011 - 670 57 91, erica.varese@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written

COURSE OBJECTIVES

The course objective is to provide the students with an operative framework to successfully operate in the Emerging Markets.

The course is articulated more like an "operative survival manual" than an academic course trying to highlight the practical aspect of doing business in the Emerging Markets.

The Course will develop around the risks and the opportunities and will try to create a framework on how to manage the daily challenges of doing business in an international environment where the business difficulties are coupled with the cultural differences and expectations.

COURSE AIMS

Ability to read the global international agenda.

Knowledge of the Best Know Methods (BKM) in doing business in the emerging markets, with the presentation of practical cases of the multinational company that have operated in these markets for many years

A framework on the basic principles of management and leadership in the emerging markets.

What it works and what is not working

How to manage the risk. Credit Risk, Financial Risk, Operational risk

COURSE DELIVERY

As per above

LEARNING ASSESSMENT METHODS

Part 1 - LOGISTIC

Two subparts:

- 10 multiple choice questions (1 point/question)

- 2 open questions (10 points/question)

Part 2 - TRADE

Case Study in class, participation at the group study, and final exam in multiple-choice.

Due to COVID-19, starting from the session of April 2020 and until the end of the emergency, the exams will be held remotely (in distance mode). The examinations will be a written exam using the platform Moodle, with the same structure: multiple-choice questions and true/false, and you will need to have the video-enabled on Webex for the duration of the exam.

PROGRAM

The course will be divided into two parts:

PART 1 – Logistic and Supply Chain Management

Introduction to operations, logistics and supply chain management.

Supply chain strategy.

Design the supply chain network: supplier selection, evaluation and relationship

Supply organizations.

Logistic, distribution and transportation.

Sustainability and supply chain.

Examples.

Part 2 – Trade

Day 1: Reading the Geopolitical International Agenda

Middle East - Continue Crisis

The Modern Silk Road and the role of China

The Role of Russia

Day 2: Go to Market Strategies

Practical aspect on how to enter in an emerging markets

Some legal framework

Logistics and International trade - basic aspects

Day 3: How to manage the risks

Credit & Financial risks - Credit Insurance - Letter of Credit - How to manage the exposure

Operational Risks

How to structure a solid reporting scheme and how to assess the

Day 4: How to drive from a managerial and leadership point of view

How to declinate the academic model of management in different emerging market cultures.
What it works what are the most common mistakes.

Day 5: Case Study.

Putting everything together.

Analyze real case study in the light of what has been presented during the previous days

SUGGESTED TEXTBOOKS AND READINGS

Slides presented in class

Several websites of geopolitical analysis, OPEC report, PWC reports presented during the class

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Please note that copyright infringement will result in serious penalties.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=0c18

Macroeconomics (on-line)

Macroeconomics (on-line)

Academic year:	2022/2023
Course ID:	MAN0553
Teacher:	Teodoro Togati (Lecturer)
Teacher contacts:	0116706187, dario.togati@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	9
Course SSD (disciplinary sector):	SECS-P/01 - economics
Delivery:	E-learning
Language:	English
Attendance:	Online
Type of examination:	Written

SUGGESTED TEXTBOOKS AND READINGS

NOTE

ITALIANO

"Le modalità di svolgimento dell'attività didattica potranno subire variazioni in base alle limitazioni imposte dalla crisi sanitaria in corso. In ogni caso è assicurata la modalità a distanza per tutto l'anno accademico"

ENGLISH

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=ywsc

Macroeconomics - Stream A

Macroeconomics - Stream A

Academic year:	2022/2023
Course ID:	MAN0269
Teacher:	Carolina Fugazza (Lecturer)
Teacher contacts:	0116706063, carolina.fugazza@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	9
Course SSD (disciplinary sector):	SECS-P/01 - economics
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

English

This course provides students with key macroeconomic tools and models, useful to understand the working of economic systems and the behaviour of the main macroeconomic variables, such as gross domestic product, employment, consumption and inflation. After completing the course, students will be able to understand the main economic indicators and their complex interrelations

italiano

COURSE AIMS

English

Knowledge and understanding. Knowing the functioning of a macroeconomic model, and understanding the relationships between the main economic variables.

Applying knowledge and understanding. A good knowledge of macroeconomic relationships represents an important element for a better professional performance

Making judgements. Being able to apply a suitable model in order to understand and explain the logic of the macroeconomic system.

Communication skills. Translating with simple words the models, learning the rigorous reasoning through the use of graphs and formulae.

Learning skills. For a successful learning, students must acquire a good familiarity with economic concepts, principles and mechanism

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COURSE DELIVERY

English

Lectures with frequent interactions between teachers and students.

Invitation to show up during office hours for clarifications and control of the preparation acquired.

italiano

LEARNING ASSESSMENT METHODS

English

The Macroeconomics exam is written. There will be multiple choice (10/12) questions and 2/3 open questions.

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PROGRAM

English

Introduction to Macroeconomics: What is Macroeconomics. Variables, relations and macroeconomic models. National Accounts.

The short run: The demand for goods. The determination of equilibrium output. Financial Markets. The IS-LM model.

The medium run: The labour market. The Phillips curve. The IS-LM-PC model.

Expectations: the basic tools. Financial markets and expectations. Expectations, consumption, and investment.

The long run: the facts of growth. Savings, capital accumulation and growth. Technological progress and growth.

The open economy: Openness in goods and financial markets. Output, the interest rate, and the exchange rate. Exchange rates: adjustments, crises, and regimes. The European Monetary Union.

Pathologies and policy: Inflation, unemployment and public debt. Monetary policy. Fiscal policy.

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SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=6swt

Macroeconomics - Stream B

Macroeconomics - Stream B

Academic year:	2022/2023
Course ID:	MAN0269
Teacher:	Teodoro Togati (Lecturer)
Teacher contacts:	0116706187, dario.togati@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	9
Course SSD (disciplinary sector):	SECS-P/01 - economics
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

English

Endow students with the basic instruments to understand: the macroeconomic environment; the interconnections between economic variables and relationships (such as the consumption function); the tradeoff between different uses of resources; the tendency towards market equilibria which can be very unsatisfactory from a social point of view (such as the notion of equilibrium unemployment); the complexity of economic adjustments and the difference between their action in the short, medium and long run. Finally, to understand the role of macroeconomic policies, especially the fiscal and monetary policies.

italiano

COURSE AIMS

English

I expect that students can at least read economic news and understand economic debates and policies. And that they can make use of the notions they have learnt in their future activity.

italiano

COURSE DELIVERY

LEARNING ASSESSMENT METHODS

The exam will consist of a multiple choice test taken on the Moodle platform.

PROGRAM

English

What is the macroeconomics and why it is useful

- Output growth, unemployment and inflation
- Business cycles and Economic growth
- Aggregate demands, aggregate supply and business cycles
- Aggregate demand
- The goods market (IS curve) and the money market (LM curve)

iii. Equilibrium and adjustment mechanisms

- Aggregate supply
- Supply side in an imperfectly competitive model
- Aggregate demand and aggregate supply
- Inflation, unemployment and monetary rules
- Inflation and the Phillips curve
- Monetary rules and the three equation IS-LM-MR model

iii. Inflation and the medium run equilibrium

- Labour market and supply side policies
 - Supply side structures, policies and shocks
 - Factors that shift the WS and PS curve
- iii. Unions, wage setting arrangements and the equilibrium unemployment

- The Beveridge approach to unemployment
- Monetary policy
- Inflation, disinflation and deflation
- Monetary policy paradigms

iii. Credibility, time consistency and rules versus discretion in monetary policy

- The automatic stabilizers
- Discretionary fiscal policy

iii. Deficits and debt

- Monetizing the debt: seignorage and hyperinflation
- Basic intertemporal choice models: the life cycle and permanent income hypotheses
- Investment in the theory of the firm
- Growth and growth rates
- The Solow-Swann model

iii. Solow growth accounting

- Technological progress in the S-S model
- Economic convergence

Fiscal policy

Consumption and investment

Exogenous growth theory

SUGGESTED TEXTBOOKS AND READINGS

.Blanchard, Amighini and Giavazzi, Macroeconomics: A European Perspective, Pearson 2021

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=mipj

Managerial Accounting - Stream A

Managerial Accounting - Stream A

Academic year:	2022/2023
Course ID:	MAN0270
Teacher:	Laura Broccardo (Lecturer) Peter Clarke (Lecturer)
Teacher contacts:	+39 011 670 6139, laura.broccardo@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

Conoscenze e competenze acquisite sugli insegnamenti di Economia Aziendale e Ragioneria
Knowledge and competences of Business Administration and Financial Accounting courses

COURSE OBJECTIVES

ENGLISH

The course aims to study the logic, the responsibility centres and the tools of the management control in the enterprises, with particular attention to the manufacturing ones. The purpose of the course is to provide students with the knowledge and understanding about the mechanisms of the managerial system, useful to guide and empower managers to the global objectives of the firm, side by side in an initial capacity to apply this knowledge and understanding in simple practical case studies. The course enables graduates to acquire the necessary skills to his joining the company, where through the study and understanding of all business processes, will become a figure of reference for the activities of management control and support to operational managers in their decision making. The course also allows the graduate who will specialize in some other area of management to acquire the basic skills for programming and monitoring of its actions in key economic and financial.

ITALIANO

L'obiettivo del corso è quello di studiare le logiche di base, i centri di responsabilità e gli strumenti più comunemente usati dal controllo di gestione nelle imprese, con particolare enfasi su quelle manifatturiere. L'obiettivo è quello di fornire agli studenti le conoscenze relative ai sistemi di controllo manageriale, utili per guidare e motivare i manager sulla base degli obiettivi complessivi dell'azienda, passo dopo passo partendo dalla applicazione di tali logiche a semplici casi pratici. L'insegnamento fornisce agli studenti anche la possibilità di acquisire competenze necessarie a lavorare in azienda, con particolare riferimento a un loro inserimento nell'ambito dei processi di business quali figure di riferimento per le attività di controllo manageriale e per il supporto alle decisioni operative dei managers.

COURSE AIMS

ENGLISH

At the end of the course student is expected to be capable of:

- knowing and understanding the logic of management control as a directional process and its mechanisms and technical - accounting tools;
- applying knowledge about the management control logic and tools to the planning, budgeting and reporting issues;
- making judgements to critically analyse the issue and selected solutions discussed in the business cases study;
- using communication skills to discuss in the classroom the business cases studied in the individual and team work, using appropriate supports;
- using learning skills to verify ongoing the learning degree of the managerial logic, also and in particular through the business cases study and discussion.

ITALIANO

Al termine del corso gli studenti saranno in grado di:

- Conoscere e padroneggiare le logiche del controllo di gestione come processo di direzione, unitamente ai suoi meccanismi tecnici e agli strumenti utilizzati
- Applicare la conoscenza delle logiche di controllo di gestione alla pianificazione, al budgeting ed alle logiche di reporting
- Analizzare criticamente le soluzioni proposte nella risoluzione di casi studio
- Usare le skills di comunicazione per discutere in classe i business case, usando metodologie appropriate
- Acquisire capacità di apprendimento sul campo, anche e soprattutto attraverso l'analisi e la discussione di casi studio.

COURSE DELIVERY

ENGLISH

The course is articulated in 42 hours of traditional lecture, and in at least many hours of at-home work solving practical exercises.

ITALIANO

Il corso è strutturato in 42 ore di lezione frontale tradizionale ed almeno altrettante ore di lavoro autonomo dedicato alla soluzione di esercizi pratici.

LEARNING ASSESSMENT METHODS

ENGLISH

The exam will be a written exam and it will take place in presence.

The exam will be constituted by multiple choice questions, true and false questions, open questions and exercises. The multiple choice questions will evaluate the knowledge of the student, whereas the open questions and exercises will test the student's proficiency with the tools they were provided during the course.

The exam is going to last 90 minutes.

The students who have enrolled but wish not to take the exam, should let the teachers know via email to help facilitate the examination procedures.

The maximum mark is 30/30.

The exam is going to include questions from Peter Clarke's teaching material.

We invite you to read the code of ethics of the University of Turin (you can find it at the following link https://www.unito.it/sites/default/files/allegati/01-08-2014/cod_etico_comunita_universitaria.pdf) and to maintain an appropriate conduct during the exam. You are men and women who will soon find their place in the workforce: we, as teachers, trust your qualities, which we are striving to help build and on which we are counting on.

ITALIANO

L'esame sarà scritto e si terrà in presenza.

L'esame dura 90 minuti.

Gli studenti che si sono iscritti ma non desiderano più sostenere l'esame, dovranno notificare i docenti titolari del corso tramite mail per facilitare le modalità di valutazione.

L'esame sarà svolto in modalità scritta, con domande a risposta multipla, vero/falso e domande aperte. Le domande a risposta multipla verificano la conoscenza dello studente sulla parte teorica, mentre domande aperte e esercizi testeranno l'abilità dello studente nell'usare gli strumenti pratici forniti durante il corso.

Il voto massimo è di 30/30.

L'esame includerà domande tratte dal materiale didattico messo a disposizione dal Visiting Professor.

Si invitano gli studenti a prendere nota del codice etico dell'Università degli Studi di Torino (disponibile al seguente link <https://www.unito.it/sites/default/files/allegati/01-08->

2014/cod_etico_comunita_universitaria.pdf) e di mantenere un codice di condotta appropriato nel corso dell'esame, in quanto donne e uomini che presto si inseriranno nella forza lavoro. Noi in qualità di insegnanti riponiamo piena fiducia nelle vostre qualità che ci impegniamo a creare ed a costruire.

SUPPORT ACTIVITIES

ENGLISH

Homework exercises will be assigned, and their solution will be discussed in class (if time allows) or uploaded on the website.

ITALIANO

Esercizi saranno assegnati per essere svolti autonomamente e la relativa soluzione sarà discussa in aula compatibilmente con l'orario.

PROGRAM

ENGLISH

Main topics:

- The logic and the contents of the strategic planning and management control in the enterprises
- Economic analysis for the management control (Cost-Volume Profit Analysis, Break- Even Point Analysis, Economic convenience and differential reasoning)
- The budget and its drawing up processes
- Economic variances and Reporting.

ITALIANO

Principali temi trattati:

Logica e contenuti della pianificazione strategica e del controllo di gestione
Calcoli propedeutici al budget (Analisi CVP, Break Even Point, Convenienza Economica ed analisi differenziale)
Il budget ed il suo processo di stesura
Analisi degli scostamenti e Reporting

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=4oi0

Managerial Accounting - Stream B

Managerial Accounting - Stream B

Academic year:	2022/2023
Course ID:	MAN0270
Teacher:	Elisa Truant (Lecturer) Peter Clarke (Lecturer)
Teacher contacts:	elisa.truant@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

English

The course aims to study the logic, the responsibility centres and the tools of the management control in the enterprises, with particular attention to the manufacturing ones. The purpose of the course is to provide students with the knowledge and understanding about the mechanisms of the managerial system, useful to guide and empower managers to the global objectives of the firm, side by side in an initial capacity to apply this knowledge and understanding in simple practical case studies. The course enables graduates to acquire the necessary skills to his joining the company, where through the study and understanding of all business processes, will become a figure of reference for the activities of management control and support to operational managers in their decision making. The course also allows the graduate who will specialize in some other area of management to acquire the basic skills for programming and monitoring of its actions in key economic and financial.

Italiano

Il corso si propone di studiare la logica, i centri di responsabilità e gli strumenti del controllo di gestione nelle imprese, con particolare attenzione alle aziende di produzione. Lo scopo del corso è fornire agli studenti la conoscenza e la comprensione dei meccanismi del sistema manageriale, utili a guidare e responsabilizzare i manager verso gli obiettivi globali dell'azienda, applicando questa conoscenza a semplici casi di studio pratici. Il corso consente agli studenti di acquisire le competenze necessarie al suo ingresso in azienda, dove attraverso lo studio e la comprensione di tutti i processi aziendali, diventerà una figura di riferimento per le attività di controllo di gestione e di supporto ai responsabili operativi nel loro processo decisionale. Il corso consente anche l'acquisizione di competenze di base per la programmazione e il monitoraggio di azioni in chiave economica e finanziaria.

COURSE AIMS

English

At the end of the course student is expected to be capable of:

- knowing and understanding the logic of management control as a directional process and its mechanisms and technical - accounting tools;
- applying knowledge about the management control logic and tools to the planning, budgeting and reporting issues;
- making judgements to critically analyse the issue and selected solutions discussed in the business cases study;
- using communication skills to discuss in the classroom the business cases studied in the individual and team work, using appropriate supports;
- using learning skills to verify ongoing the learning degree of the managerial logic, also and in particular through the business cases study and discussion.

Italiano

Alla fine del corso lo studente sarà in grado di:

- conoscere e comprendere la logica del controllo di gestione come processo direzionale, i suoi meccanismi e gli strumenti tecnico-contabili;
- applicare la conoscenza della logica e degli strumenti di controllo di gestione ai problemi di pianificazione, definizione del budget e reporting;
- formulare giudizi per analizzare criticamente il problema e le soluzioni selezionate discusse nello studio dei casi aziendali;
- utilizzare capacità comunicative per discutere in classe i casi aziendali durante i lavori individuali e di gruppo, utilizzando adeguati supporti ;
- utilizzare capacità di apprendimento per verificare il grado di apprendimento della logica gestionale, anche e in particolare attraverso lo studio e la discussione dei casi aziendali.

COURSE DELIVERY

English

The course is articulated in 42 hours of formal and interactive in-class lecture, and in at least many hours of at-home work solving practical exercises.

The traditional way of teaching could be in presence or remotely, depending on the developments of

the Covid-19 context.

Italiano

Il corso si articola in 42 ore di lezione frontale e interattiva e richiede alcune ore di lavoro a casa per risolvere esercizi pratici.

Le lezioni saranno svolte in maniera tradizionale o a distanza o in modalità mista (blended), in base agli sviluppi del Covid 19.

LEARNING ASSESSMENT METHODS

English

The exam will be a written exam and it will take place in presence (if the pandemic allows it).

The exam is going to last around 60 minutes.

The exam will be written, with multiple choice questions, true and false questions and exercises. The multiple choice questions will evaluate the knowledge of the student, whereas the exercises will test the student's proficiency with the tools they were provided during the course. The maximum mark is 30/30.

The exam is going to include questions from the teaching material of the visiting professor.

We invite you to read the code of ethics of the University of Turin (you can find it at the following link https://www.unito.it/sites/default/files/allegati/01-08-2014/cod_etico_comunita_universitaria.pdf) and to maintain an appropriate conduct during the exam. You are men and women who will soon find their place in the workforce: we, as teachers, trust your qualities, which we are striving to help build and on which we are counting on.

Italiano

L'esame sarà scritto e si terrà in presenza, pandemia permettendo.

L'esame dura circa 60 minuti.

L'esame sarà svolto in modalità scritta, con una parte costituita da domande a risposta multipla e vero/falso e un'altra da esercizi. Le domande a risposta multipla verificano la conoscenza dello studente sulla parte teorica, mentre gli esercizi testeranno l'abilità dello studente nell'usare gli strumenti pratici forniti durante il corso.

Il voto massimo è di 30/30.

Si invitano gli studenti a prendere nota del codice etico dell'Università degli Studi di Torino (disponibile al seguente link https://www.unito.it/sites/default/files/allegati/01-08-2014/cod_etico_comunita_universitaria.pdf) e di mantenere un codice di condotta appropriato nel

corso dell'esame, in quanto donne e uomini che presto si inseriranno nella forza lavoro. Noi in qualità di insegnanti riponiamo piena fiducia nelle vostre qualità che ci impegniamo a creare ed a costruire.

SUPPORT ACTIVITIES

English

Homework exercises will be assigned, and their solution will be discussed in class (if time allows) or uploaded on the website.

Italiano

Verranno assegnati esercizi a casa e la loro soluzione sarà discussa in classe (se il tempo lo consente) o caricata sul sito web.

PROGRAM

English

Main topics:

- The logic and the contents of the strategic planning and management control in the enterprises
- Economic analysis for the management control (Cost-Volume Profit Analysis, Break- Even Point Analysis, Economic convenience and differential reasoning)
- The budget and its drawing up processes
- Economic variances and Reporting.

Italiano

Argomenti principali:

- La logica e il contenuto della pianificazione strategica e del controllo di gestione nelle imprese
- Analisi economica per il controllo di gestione (Analisi Costi - Volumi - Profitto , analisi del punto di pareggio, convenienza economica e ragionamento differenziale)
- Il budget e i suoi processi di elaborazione
- Analisi degli Scostamenti e Reporting.

SUGGESTED TEXTBOOKS AND READINGS

Slides and exercises are available on Moodle webpage.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=ky8

Marketing (on-line)

Marketing (on-line)

Academic year:	2022/2023
Course ID:	MAN0549
Teacher:	Fabrizio Mosca (Lecturer)
Teacher contacts:	011 670 6058, fabrizio.mosca@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/08 - management
Delivery:	E-learning
Language:	English
Attendance:	Online
Type of examination:	Oral

COURSE OBJECTIVES

italiano

Il corso di marketing si pone l'obiettivo di definire il ruolo del marketing all'interno dell'impresa illustrarne i principi e le regole.

english

The marketing course has the purpose to define the role of the marketing function inside a company and illustrate its principles and rules.

COURSE AIMS

italiano

Conoscenza e capacità di comprensione. Il corso permette di conoscere la storia del marketing e di inquadrare i compiti che la funzione marketing ha nel contesto aziendale. Inoltre, sottolinea come il marketing e l'ambiente esterno sono strettamente collegati. Vengono poi illustrati i principali modelli di analisi utili a studiare il marketing e per definire le azioni di marketing da intraprendere.

Capacità di applicare conoscenza e comprensione. I modelli studiati saranno applicati attraverso l'utilizzo di casi aziendali.

english

Knowledge and understanding capacity. During the course, through face-to-face lessons, students will be provided with the knowledge about marketing strategies applied to national and international companies.

Capacity to use knowledge and understanding. The notion studied will be applied through the analysis of specific case studies.

COURSE DELIVERY

italiano

Il corso è disponibile sulla piattaforma startunito

english

The course will be delivered by Startunito platform.

LEARNING ASSESSMENT METHODS

italiano

ATTENZIONE: a causa dell'emergenza Covid 19 l'esame sarà orale e pianificato attraverso Webex.

Potrai sostenere l'esame finale una volta ottenuto il certificato di Startunito.

english

WARNING: According to the provisions of the University of Turin and the Department of Management, **MARKETING EXAM ONLINE IS SCHEDULED**

OFFLINE. The exam will be oral and consists of 3/5 questions.

ONLINE through WebEx. The exam will be oral and consists of 3/5 questions. Remember that you have to register for the exam by the deadline. If you don't register for the exam, you can't do the exam.

YOU CAN ACCESS THE FINAL EXAM ONCE YOU HAVE GAINED THE STARTUNITO CERTIFICATE.

SUPPORT ACTIVITIES

italiano

Il corso include diversi video che permettono un approfondimento dei concetti base.

english

The course includes some video that allows students to deepen the main topics.

PROGRAM

italiano

Parte prima

- Principi di marketing

L'evoluzione della funzione di marketing all'interno dell'impresa - Definizioni classica e moderna del marketing- Micromarketing and macromarketing - Il marketing e le altre aree funzionali dell'impresa - Il marketing e l'ambiente generale e specifico della impresa.

Pianificazione strategica e di marketing

La pianificazione strategica - Il marketing e le strategie competitive - Dalla strategia corporate alla strategia di marketing - Le diverse strategie di marketing in relazione alla posizione occupata dall'impresa sul mercato.

Il mercato

Il comportamento di acquisto del consumatore - Il comportamento di acquisto delle organizzazioni - L'analisi della concorrenza - Le ricerche di mercato ed il sistema informativo- La segmentazione - Il posizionamento.

Parte seconda

Le variabili del marketing mix

Politiche di prodotto/servizio - Sviluppo di nuovi prodotti/servizi - Le politiche di prezzo: i metodi di determinazione del prezzo - Le politiche di distribuzione: la scelta dei canali, l'intensità di distribuzione, la gestione dei canali -Strategie di promozione - La vendita mediante personale, la pubblicità e le pubbliche relazioni

english

First session

- Marketing basics

Evolution of the marketing function inside a company – Marketing: classic and modern definition - Micromarketing and macromarketing - Marketing related to other functional areas in a company - Marketing and company framework generic and specific.

- Strategic planning and marketing planning

Strategic planning – Strategic analysis and its utility for marketing - Marketing and strategies development - Marketing and competitive strategies – Marketing strategies in a company – From corporate strategy to marketing strategy – Different marketing strategies linked to company market position.

- The market

Customer behavior – Organization behavior – Competitive analysis – Market researches and information technology

- Segmentation - Positioning.

Second session

- Marketing mix variables

Product and service policies – New products/services development – Price determination methods – Market prices in specific conditions – Distribution channel choice, distribution intensity, channel managing - Logistics – Promotion strategies – The role of employees in sales, advertisement and public relation - Internet marketing: application fields and managing strategies – Marketing strategies plan e management

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=27jq

Marketing - Stream A

Marketing - Stream A

Academic year:	2022/2023
Course ID:	MAN0271
Teacher:	Cecilia Casalegno (Lecturer)
Teacher contacts:	cecilia.casalegno@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/08 - management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

English

The marketing course has the purpose to define the role of the marketing function inside a company and illustrate its principles and rules.

Italiano

Il corso di marketing ha lo scopo di definire il ruolo della funzione di marketing all'interno di un'azienda e illustrarne i principi e le regole.

COURSE AIMS

English

The objective is to professionalize students with the necessary notions in order to become a marketing manager and work in a marketing team.

italiano

L'obiettivo è di professionalizzare gli studenti con le nozioni necessarie per diventare un responsabile marketing e lavorare in un team di marketing.

COURSE DELIVERY

English

Frontal lectures. Per the BM rules and regulations, attendance in this course is compulsory.

Italiano

lezioni frontali. Secondo le norme e i regolamenti BM, la frequenza a questo corso è obbligatoria.

LEARNING ASSESSMENT METHODS

english

written exam: 5 multiple choice questions and two open questions

Italiano

esame scritto: 5 domande a risposta chiusa e due domande a risposta aperta

SUPPORT ACTIVITIES

tutorials

PROGRAM

english

- Marketing basics

Evolution of the marketing function inside a company – Marketing: classic and modern definition -
Micromarketing and macromarketing - Marketing related to other functional areas in a company -
Marketing and company framework generic and specific.

- Strategic planning and marketing planning

Strategic planning – Strategic analysis and its utility for marketing - Marketing and strategies
development - Marketing and competitive strategies – Marketing strategies in a company – From
corporate strategy to marketing strategy – Different marketing strategies linked to company
market position.

- The market

Customer behavior – Organization behavior – Competitive analysis – Market researches and
information technology

- Segmentation - Positioning.

Second session

- Marketing mix variables

Product and service policies – New products/services development – Price determination methods
– Market prices in specific conditions – Distribution channel choice, distribution intensity, channel
managing - Logistics – Promotion strategies – The role of employees in sales, advertisement and
public relation - Internet marketing: application fields and managing strategies – Marketing
strategies plan e management – Quantitative aspects

Third session

- Case studies, company presentations and exercise

The used educational method includes classroom debate about case studies, companies
presentations with speakers with a great marketing experience.

- Nozioni di base sul marketing Evoluzione della funzione di marketing all'interno di un'azienda; - Marketing: definizione classica e moderna; - Micromarketing e macromarketing ; - Marketing relativo ad altre aree funzionali di un'azienda; - Marketing e framework aziendale generico e specifico. - Pianificazione strategica e pianificazione del marketing Pianificazione strategica - Analisi strategica e sua utilità per il marketing - Sviluppo di strategie e marketing - Strategie di marketing e competitive - Strategie di marketing in un'azienda - Dalla strategia aziendale alla strategia di marketing - Diverse strategie di marketing legate alla posizione di mercato dell'azienda. - Il mercato Comportamento del cliente - Comportamento dell'organizzazione - Analisi della concorrenza - Ricerche di mercato e tecnologia dell'informazione - Segmentazione - Posizionamento. Seconda sessione - Variabili di marketing mix Politiche di prodotti e servizi - Sviluppo di nuovi prodotti / servizi - Metodi di determinazione dei prezzi - Prezzi di mercato in condizioni specifiche - Scelta del canale di distribuzione, intensità della distribuzione, gestione dei canali - Logistica - Strategie di promozione - Il ruolo dei dipendenti nelle vendite, pubblicità e pubbliche relazioni - Marketing su Internet : campi di applicazione e strategie di gestione - Piano di strategie di marketing e gestione - Aspetti quantitativi Terza sessione - Casi studio, presentazioni aziendali ed esercitazioni Il metodo educativo utilizzato include il dibattito in classe su casi di studio, presentazioni di aziende con relatori con una grande esperienza di marketing.

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=o22x

Marketing - Stream B

Marketing - Stream B

Academic year:	2022/2023
Course ID:	MAN0271
Teacher:	Gabriele Baima (Lecturer)
Teacher contacts:	gabriele.baima@unito.it
Year:	2nd year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/08 - management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

italiano

Il corso di marketing si pone l'obiettivo di definire il ruolo del marketing all'interno dell'impresa illustrarne i principi e le regole.

english

The marketing course has the purpose to define the role of the marketing function inside a company and illustrate its principles and rules.

COURSE AIMS

italiano

Conoscenza e capacità di comprensione. Il corso permette di conoscere la storia del marketing e di inquadrare i compiti che la funzione marketing ha nel contesto aziendale. Inoltre, sottolinea come il marketing e l'ambiente esterno sono strettamente collegati. Vengono poi illustrati i principali modelli di analisi utili a studiare il marketing e per definire le azioni di marketing da intraprendere.

Capacità di applicare conoscenza e comprensione. I modelli studiati saranno applicati attraverso l'utilizzo di casi aziendali discussi in aula e attraverso le testimonianze che cercheranno di mettere in rilievo le decisioni che i manager devono prendere.

Abilità comunicative. Gli studenti saranno stimolati ad intervenire in classe presentando le proprie decisioni sui casi discussi.

Capacità di apprendimento. L'utilizzo di casi aziendali, lezioni teoriche ed interventi di manager esterni permetterà di massimizzare la capacità di apprendimento degli studenti.

english

Knowledge and understanding capacity. During the course, through face-to-face lessons with the Professor, students will be provided with the knowledge about marketing strategies applied to national and international companies.

Capacity to use knowledge and understanding. The notion studied will be applied through the analysis of specific case studies.

Communication skills. Students are requested to play an active role in class presenting case studies and relative solutions.

Learning capacity. Notions learned through face to face lessons and case presentations are tested by a written exam.

COURSE DELIVERY

italiano

Lezioni frontali. Secondo le norme e i regolamenti BM, la frequenza a questo corso è obbligatoria.

english

Frontal lectures. Per the BM rules and regulations, attendance in this course is compulsory.

LEARNING ASSESSMENT METHODS

italiano

esame scritto: 5 domande a risposta chiusa e due domande a risposta aperta

english

written exam: 5 multiple choice questions and two open questions

PROGRAM

italiano

Nozioni di base sul marketing Evoluzione della funzione di marketing all'interno di un'azienda; - Marketing: definizione classica e moderna; - Micromarketing e macromarketing ; - Marketing relativo ad altre aree funzionali di un'azienda; - Marketing e framework aziendale generico e specifico. - Pianificazione strategica e pianificazione del marketing Pianificazione strategica - Analisi strategica e sua utilità per il marketing - Sviluppo di strategie e marketing - Strategie di marketing e competitive - Strategie di marketing in un'azienda - Dalla strategia aziendale alla strategia di marketing - Diverse strategie di marketing legate alla posizione di mercato dell'azienda. - Il mercato Comportamento del cliente - Comportamento dell'organizzazione - Analisi della concorrenza - Ricerche di mercato e tecnologia dell'informazione - Segmentazione - Posizionamento. Seconda sessione - Variabili di marketing mix Politiche di prodotti e servizi - Sviluppo di nuovi prodotti / servizi - Metodi di determinazione dei prezzi - Prezzi di mercato in condizioni specifiche - Scelta del canale di distribuzione, intensità della distribuzione, gestione dei canali - Logistica - Strategie di promozione - Il ruolo dei dipendenti nelle vendite, pubblicità e pubbliche relazioni - Marketing su Internet : campi di applicazione e strategie di gestione - Piano di strategie di marketing e gestione - Aspetti quantitativi Terza sessione - Casi studio, presentazioni aziendali ed esercitazioni Il metodo

educativo utilizzato include il dibattito in classe su casi di studio, presentazioni di aziende con relatori con una grande esperienza di marketing.

english

First session

- Marketing basics

Evolution of the marketing function inside a company – Marketing: classic and modern definition - Micromarketing and macromarketing - Marketing related to other functional areas in a company - Marketing and company framework generic and specific.

- Strategic planning and marketing planning

Strategic planning – Strategic analysis and its utility for marketing - Marketing and strategies development - Marketing and competitive strategies – Marketing strategies in a company – From corporate strategy to marketing strategy – Different marketing strategies linked to company market position.

- The market

Customer behavior – Organization behavior – Competitive analysis – Market researches and information technology

- Segmentation - Positioning.

Second session

- Marketing mix variables

Product and service policies – New products/services development – Price determination methods – Market prices in specific conditions – Distribution channel choice, distribution intensity, channel managing - Logistics – Promotion strategies – The role of employees in sales, advertisement and public relation - Internet marketing: application fields and managing strategies – Marketing strategies plan e management – Quantitative aspects

Third session

- Case studies, company presentations and exercise

The used educational method includes classroom debate about case studies, companies presentations with speakers with a great marketing experience.

SUGGESTED TEXTBOOKS AND READINGS

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NOTE

ITALIANO

"Le modalità di svolgimento dell'attività didattica potranno subire variazioni in base alle limitazioni imposte dalla crisi sanitaria in corso. In ogni caso è assicurata la modalità a distanza per tutto l'anno accademico"

ENGLISH

The modalities of the teaching activities may be subject to change according to the limitations imposed by the current health crisis. In any case, distance learning is guaranteed throughout the

academic year

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=c8x3

Mathematics for Business and Finance - Stream A

Mathematics for Business and Finance - Stream A

Academic year:	2022/2023
Course ID:	MAN0263
Teacher:	Alberto Albano (Lecturer) Luisa Tibiletti (Lecturer) Mariacristina Uberti (Lecturer)
Teacher contacts:	0116702890, alberto.albano@unito.it
Year:	1st year
Type:	Distinctive
Credits/recognition:	12
Course SSD (disciplinary sector):	SECS-S/06 - mathematical methods of economy, finance and actuarial sciences
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

ENGLISH

Successful course completion requires knowledge of the following topics: elementary calculus, polynomials and their operations, equations and inequalities (linear and quadratic, radical, rational, exponential, logarithmic, absolute-value), analytic geometry, solution of elementary linear systems. Elements of logic and set theory.

ITALIANO

Per una proficua frequenza dell'insegnamento è necessaria la conoscenza dei seguenti argomenti: calcolo letterale, polinomi e loro operazioni, risoluzione di equazioni e disequazioni (1° e 2° grado, con radicali, razionali fratte, con esponenziali, con logaritmi, con valore assoluto), geometria analitica, risoluzione di sistemi lineari elementari. Elementi di logica e teoria degli insiemi.

COURSE OBJECTIVES

ENGLISH

The aim of the course is to present a tool-kit to face economic and financial environments, putting stress on business applications.

ITALIANO

L'insegnamento si propone di presentare gli strumenti matematici di base da impiegare nelle applicazioni economiche e finanziarie, soffermandosi in particolare su quelle di natura aziendale.

COURSE AIMS

ENGLISH

Through an intuitive and direct explanation of concepts and mathematical tools, the course allows students to acquire basic knowledge for approaching the study of main economic and business problems. In particular, at the end of the course, the student is expected to be capable of:

- knowing the techniques and the basic mathematical tools commonly used in the solution of problems of economic and financial nature;
- using such techniques and tools to formalize and solve problems;
- being able to communicate the results obtained using a clear and appropriate mathematical notation and language.

ITALIANO

L'insegnamento consente di acquisire la capacità di utilizzare le tecniche matematiche di base per l'analisi di problemi riguardanti le scienze economiche ed aziendali, e di impiegare tali tecniche per la costruzione di modelli matematici utilizzati nella soluzione dei problemi. In particolare, al termine del corso, lo studente deve essere in grado di:

- riconoscere le tecniche e gli strumenti matematici di base utilizzati comunemente nella soluzione di problemi di natura economica e finanziaria;
- utilizzare tali tecniche e strumenti per la formalizzazione dei problemi e la loro soluzione;
- comunicare i risultati ottenuti utilizzando una notazione matematica ed un linguaggio chiari e appropriati.

COURSE DELIVERY

ENGLISH

The course is taught in the first semester and consists of 84 hours of classroom teaching articulated in lectures and exercise sessions.

Lectures will be held in the classroom.

There might be online activities, if dictated by the ongoing COVID situation. Detailed information will be available at the beginning of September.

ITALIANO

L'insegnamento è svolto nel primo semestre e consiste in 84 ore di didattica frontale articolate in lezioni ed esercitazioni.

Le lezioni ed esercitazioni si svolgeranno in presenza.

Eventuali attività online, legate all'evoluzione della situazione COVID, verranno comunicate agli inizi di settembre.

LEARNING ASSESSMENT METHODS

ENGLISH

The exam consists of a compulsory written test (lasting about 1 hour and 30 minutes) and it is aimed at ascertaining the students' ability to:

- 1) briefly introduce the main concepts and tools developed in the course;
- 2) use these tools to solve practical exercises.

This aim is achieved through the formulation of:

- 1) two open-ended questions, of a theoretical nature, with the purpose of illustrating one or more concepts developed during lessons
- 2) twelve multiple choice questions, with the purpose of carrying out short numerical exercises that require the application of the acquired competences.

The answers must be crossed on the question paper. In addition, it is mandatory to give on a white sheet a detailed report about the given answers.

In the event that the written test is performed remotely via the WEBEX platform, the test could be followed by an oral interview.

ITALIANO

L'esame è costituito da una prova scritta obbligatoria (della durata indicativa di un'ora e trenta minuti) ed è volta ad accertare la capacità degli studenti di:

- 1) presentare brevemente i principali concetti e strumenti sviluppati nel corso;
- 2) usare questi strumenti per risolvere esercizi di natura applicativa.

Questo viene raggiunto attraverso:

- 1) la formulazione di due domande a risposta aperta, di natura teorica e applicativa, con lo scopo di illustrare uno o più concetti sviluppati durante le lezioni;
- 2) la formulazione di dodici domande a risposta multipla, con lo scopo di svolgere brevi esercizi di natura numerica che richiedono l'applicazione dei concetti presentati durante le lezioni.

Le risposte vanno indicate tutte sul foglio delle domande mentre la giustificazione delle risposte, ossia lo svolgimento, deve essere riportata obbligatoriamente su un foglio bianco distribuito all'inizio della prova.

Nel caso in cui la prova scritta venga svolta da remoto, tramite la piattaforma WEBEX, la verifica dell'apprendimento potrebbe richiedere un colloquio orale.

SUPPORT ACTIVITIES

ENGLISH

During the course, tutoring activities will be carried out. Students are encouraged to pose questions on unclear topics delivered during the lessons.

ITALIANO

Durante l'insegnamento, verranno svolte attività di tutorato durante le quali gli studenti saranno invitati a porre quesiti su quanto non compreso durante le lezioni.

PROGRAM

ENGLISH

MATHEMATICS

Functions of one variable

Definition, domain, codomain, image, graph of a function. Elementary functions and injective, surjective, inverse, composite functions. Bounded, monotone, convex functions. Maximum and minimum of a function.

Limits and continuity

Notion of limit. Computation of limits and fundamental theorems. Important limits and indeterminate forms. Continuous functions and theorems.

Differential calculus and applications

Notion of derivative and its geometrical meaning, higher-order derivatives, rules of derivation. Derivatives of elementary functions, of inverse functions and composite functions. Theorems of differential calculus. Monotonicity and convexity tests. Optimum problems. Study of functions.

FINANCIAL MATHEMATICS

Notions of linear algebra

Vectors, matrices and operations.

Functions of two variables

Definition and domain. Graph and level curves. Continuity and derivability. Partial derivatives and gradient. Differentiability and tangent plane. Problems of unconstrained optimum.

Economic and business applications.

Fixed costs, variable costs and revenues. Demand function. Income taxes. Production optimization. Profit maximization. Elasticity.

Financial calculus

Accumulation and discount. Standard systems of financial laws. Annuities and amortization plans.

ITALIANO

MATEMATICA GENERALE

Funzioni di una variabile.

Definizione, dominio, codominio, immagine, grafico. Funzioni elementari. Funzioni iniettive, suriettive, inverse, composte. Funzioni limitate, monotone, convesse. Punti di ottimo di una funzione.

Limiti e continuità.

Concetto di limite. Calcolo di limiti e teoremi fondamentali. Limiti notevoli e forme indeterminate. Funzioni continue e teoremi relativi.

Calcolo differenziale e applicazioni.

Concetto di derivata e suo significato geometrico, derivate successive, regole di derivazione. Derivazione delle funzioni elementari, della funzione inversa e della funzione composta. Teoremi del calcolo differenziale. Test di monotonia, test di convessità. Problemi di ottimo. Studio di funzione.

MATEMATICA FINANZIARIA

Cenni di calcolo vettoriale e matriciale.

Vettori, matrici e operazioni.

Funzioni di due variabili.

Definizione e dominio. Grafici e curve di livello. Continuità e derivabilità. Derivate parziali, vettore gradiente e matrice hessiana. Differenziale e piano tangente. Problemi di ottimo libero.

Applicazioni aziendali.

Costi fissi, costi variabili e fatturato. Funzione di domanda. Imposte sul reddito. Ottimizzazione della produzione. Massimizzazione del profitto. Materie prime, semilavorati e prodotti finiti. Elasticità.

Calcolo finanziario.

Capitalizzazione e attualizzazione. Regimi finanziari usuali (capitalizzazione semplice, capitalizzazione composta, capitalizzazione a interessi semplici anticipati). Valutazione di rendite a rate costanti e a rate variabili.

Applicazioni finanziarie.

Costituzione di un capitale. Ammortamento di un prestito: ammortamento italiano e ammortamento francese. Ammortamenti a tasso d'interesse variabile. Titoli senza cedole.

SUGGESTED TEXTBOOKS AND READINGS

PECCATI L., SALSA S., SQUELLATI A.M., Mathematics for Economics and Business, EGEA, Milano, 2016.

MATTALIA C., TIBILETTI L., UBERTI M., Basic Finance for Business, E-book McGraw Hill, 2014, ISBN 9788838674549.

TIBILETTI L., UBERTI M., Basic Applied Calculus for Business, Lulu Press, Inc., St. Raleigh, NC 27607 USA, 2018, ISBN 978-0-244-39668-8.

Further reading on Financial calculus:

E. CASTAGNOLI, M. CIGOLA, L. PECCATI, Financial Calculus with Applications, Milano, EGEA, 2013

NOTE

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=I8ec

Mathematics for Business and Finance - Stream B

Mathematics for Business and Finance - Stream B

Academic year:	2022/2023
Course ID:	MAN0263
Teacher:	Alberto Albano (Lecturer) Luisa Tibiletti (Lecturer) Mariacristina Uberti (Lecturer)
Teacher contacts:	0116702890, alberto.albano@unito.it
Year:	1st year
Type:	Distinctive
Credits/recognition:	12
Course SSD (disciplinary sector):	SECS-S/06 - mathematical methods of economy, finance and actuarial sciences
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

ENGLISH

Successful course completion requires knowledge of the following topics: elementary calculus, polynomials and their operations, equations and inequalities (linear and quadratic, radical, rational, exponential, logarithmic, absolute-value), analytic geometry, solution of elementary linear systems. Elements of logic and set theory.

ITALIANO

Per una proficua frequenza dell'insegnamento è necessaria la conoscenza dei seguenti argomenti: calcolo letterale, polinomi e loro operazioni, risoluzione di equazioni e disequazioni (1° e 2° grado, con radicali, razionali fratte, con esponenziali, con logaritmi, con valore assoluto), geometria analitica, risoluzione di sistemi lineari elementari. Elementi di logica e teoria degli insiemi.

COURSE OBJECTIVES

ENGLISH

The aim of the course is to present a tool-kit to face economic and financial environments, putting stress on business applications.

ITALIANO

L'insegnamento si propone di presentare gli strumenti matematici di base da impiegare nelle applicazioni economiche e finanziarie, soffermandosi in particolare su quelle di natura aziendale.

COURSE AIMS

ENGLISH

Through an intuitive and direct explanation of concepts and mathematical tools, the course allows students to acquire basic knowledge for approaching the study of main economic and business problems. In particular, at the end of the course, the student is expected to be capable of:

- knowing the techniques and the basic mathematical tools commonly used in the solution of problems of economic and financial nature;
- using such techniques and tools to formalize and solve problems;
- being able to communicate the results obtained using a clear and appropriate mathematical notation and language.

ITALIANO

L'insegnamento consente di acquisire la capacità di utilizzare le tecniche matematiche di base per l'analisi di problemi riguardanti le scienze economiche ed aziendali, e di impiegare tali tecniche per la costruzione di modelli matematici utilizzati nella soluzione dei problemi. In particolare, al termine del corso, lo studente deve essere in grado di:

- riconoscere le tecniche e gli strumenti matematici di base utilizzati comunemente nella soluzione di problemi di natura economica e finanziaria;
- utilizzare tali tecniche e strumenti per la formalizzazione dei problemi e la loro soluzione;
- comunicare i risultati ottenuti utilizzando una notazione matematica ed un linguaggio chiari e appropriati.

COURSE DELIVERY

ENGLISH

The course is taught in the first semester and consists of 84 hours of classroom teaching articulated in lectures and exercise sessions.

Lectures will be held in the classroom.

There might be online activities, if dictated by the ongoing COVID situation. Detailed information will be available at the beginning of September.

ITALIANO

L'insegnamento è svolto nel primo semestre e consiste in 84 ore di didattica frontale articolate in lezioni ed esercitazioni.

Le lezioni ed esercitazioni si svolgeranno in presenza.

Eventuali attività online, legate all'evoluzione della situazione COVID, verranno comunicate agli inizi di settembre.

LEARNING ASSESSMENT METHODS

ENGLISH

The exam consists of a compulsory written test (lasting about 1 hour and 30 minutes) and it is

aimed at ascertaining the students' ability to:

- 1) briefly introduce the main concepts and tools developed in the course;
- 2) use these tools to solve practical exercises.

This aim is achieved through the formulation of:

- 1) two open-ended questions, of a theoretical nature, with the purpose of illustrating one or more concepts developed during lessons
- 2) twelve multiple choice questions, with the purpose of carrying out short numerical exercises that require the application of the acquired competences.

The answers must be crossed on the question paper. In addition, it is mandatory to give on a white sheet a detailed report about the given answers.

In the event that the written test is performed remotely via the WEBEX platform, the test could be followed by an oral interview.

ITALIANO

L'esame è costituito da una prova scritta obbligatoria (della durata indicativa di un'ora e trenta minuti) ed è volta ad accertare la capacità degli studenti di:

- 1) presentare brevemente i principali concetti e strumenti sviluppati nel corso;
- 2) usare questi strumenti per risolvere esercizi di natura applicativa.

Questo viene raggiunto attraverso:

- 1) la formulazione di due domande a risposta aperta, di natura teorica e applicativa, con lo scopo di illustrare uno o più concetti sviluppati durante le lezioni;
- 2) la formulazione di dodici domande a risposta multipla, con lo scopo di svolgere brevi esercizi di natura numerica che richiedono l'applicazione dei concetti presentati durante le lezioni.

Le risposte vanno indicate tutte sul foglio delle domande mentre la giustificazione delle risposte, ossia lo svolgimento, deve essere riportata obbligatoriamente su un foglio bianco distribuito all'inizio della prova.

Nel caso in cui la prova scritta venga svolta da remoto, tramite la piattaforma WEBEX, la verifica dell'apprendimento potrebbe richiedere un colloquio orale.

SUPPORT ACTIVITIES

ENGLISH

During the course, tutoring activities will be carried out. Students are encouraged to pose questions on unclear topics delivered during the lessons.

ITALIANO

Durante l'insegnamento, verranno svolte attività di tutorato durante le quali gli studenti saranno invitati a porre quesiti su quanto non compreso durante le lezioni.

PROGRAM

ENGLISH

MATHEMATICS

Functions of one variable

Definition, domain, codomain, image, graph of a function. Elementary functions and injective, surjective, inverse, composite functions. Bounded, monotone, convex functions. Maximum and minimum of a function.

Limits and continuity

Notion of limit. Computation of limits and fundamental theorems. Important limits and indeterminate forms. Continuous functions and theorems.

Differential calculus and applications

Notion of derivative and its geometrical meaning, higher-order derivatives, rules of derivation. Derivatives of elementary functions, of inverse functions and composite functions. Theorems of differential calculus. Monotonicity and convexity tests. Optimum problems. Study of functions.

FINANCIAL MATHEMATICS

Notions of linear algebra

Vectors, matrices and operations.

Functions of two variables

Definition and domain. Graph and level curves. Continuity and derivability. Partial derivatives and gradient. Differentiability and tangent plane. Problems of unconstrained optimum.

Economic and business applications.

Fixed costs, variable costs and revenues. Demand function. Income taxes. Production optimization. Profit maximization. Elasticity.

Financial calculus

Accumulation and discount. Standard systems of financial laws. Annuities and amortization plans.

ITALIANO

MATEMATICA GENERALE

Funzioni di una variabile.

Definizione, dominio, codominio, immagine, grafico. Funzioni elementari. Funzioni iniettive, suriettive, inverse, composte. Funzioni limitate, monotone, convesse. Punti di ottimo di una funzione.

Limiti e continuità.

Concetto di limite. Calcolo di limiti e teoremi fondamentali. Limiti notevoli e forme indeterminate. Funzioni continue e teoremi relativi.

Calcolo differenziale e applicazioni.

Concetto di derivata e suo significato geometrico, derivate successive, regole di derivazione. Derivazione delle funzioni elementari, della funzione inversa e della funzione composta. Teoremi del calcolo differenziale. Test di monotonia, test di convessità. Problemi di ottimo. Studio di funzione.

MATEMATICA FINANZIARIA

Cenni di calcolo vettoriale e matriciale.

Vettori, matrici e operazioni.

Funzioni di due variabili.

Definizione e dominio. Grafici e curve di livello. Continuità e derivabilità. Derivate parziali, vettore gradiente e matrice hessiana. Differenziale e piano tangente. Problemi di ottimo libero.

Applicazioni aziendali.

Costi fissi, costi variabili e fatturato. Funzione di domanda. Imposte sul reddito. Ottimizzazione della produzione. Massimizzazione del profitto. Materie prime, semilavorati e prodotti finiti. Elasticità.

Calcolo finanziario.

Capitalizzazione e attualizzazione. Regimi finanziari usuali (capitalizzazione semplice, capitalizzazione composta, capitalizzazione a interessi semplici anticipati). Valutazione di rendite a rate costanti e a rate variabili.

Applicazioni finanziarie.

Costituzione di un capitale. Ammortamento di un prestito: ammortamento italiano e ammortamento francese. Ammortamenti a tasso d'interesse variabile. Titoli senza cedole.

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=u9tt

Microeconomics - Stream A

Microeconomics - Stream A

Academic year:	2022/2023
Course ID:	MAN0259
Teacher:	Nadia Campaniello (Lecturer) Donald Richard Williams (Lecturer)
Teacher contacts:	n/d, nadia.campaniello@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	9
Course SSD (disciplinary sector):	SECS-P/01 - economics
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

Basic Math knowledge

COURSE OBJECTIVES

english

The course aims at introducing the logic of rational behaviour of consumers and firms, which is useful to recognize and understand relationships among economic agents.

Consumer decisions and firm choices are presented and discussed aiming at the understanding of a free market based system, particularly price formation and efficiency. The easiest models of oligopoly and monopolistic competition are presented as an introduction to more realistic tools for the knowledge of the real world of enterprises.

italiano

L'obiettivo del corso è introdurre la logica del comportamento razionale di consumatori e imprese, utile a riconoscere e comprendere le relazioni tra gli agenti economici.

Le decisioni dei consumatori e le scelte delle aziende sono presentate e discusse al fine di comprendere un sistema basato sul libero mercato, con particolare attenzione alla formazione dei prezzi e all'efficienza. Semplici modelli di oligopolio e competizione monopolistica sono presentati con l'obiettivo di introdurre strumenti più realistici utili alla conoscenza del mondo reale delle imprese.

COURSE AIMS

english

Elementary knowledge of concepts and methods of efficient decision making, graphic analysis of simple economic phenomena.

- Use of elementary but abstract microeconomic models, to judge what can happen in the real world of imperfect markets.
- Translate the logic of maximizing behaviour into the day-to-day language. Use of formulas and graphic analysis to explain possible consequences of economic phenomena.

italiano

Conoscenza base di concetti e metodi per prendere decisioni efficienti, analisi grafica di semplici fenomeni economici.

- Uso di modelli microeconomici elementari ma astratti, per valutare cosa può accadere nel mondo reale caratterizzato da mercati imperfetti.
- Tradurre la logica del comportamento di massimizzazione nel linguaggio di tutti i giorni. Uso di formule e analisi grafica per spiegare le possibili conseguenze dei fenomeni economici.

COURSE DELIVERY

english

Lectures and exercise classes included

italiano

Lezioni ed esercitazioni

LEARNING ASSESSMENT METHODS

english

Written exam. 10 multiple choice (15 minutes), 3 exercises (70 minutes)

The format allows to assess the achievement of the desired goals. More precisely the format foresees an initial part consisting of multiple choices questions, which are intended to test the knowledge of the theoretical concepts and definitions, and then it features three open questions (exercises), which allow students to apply the appropriate tools (analytical and graphical analysis combined with economic intuition) to more specific problems.

The exam follows the following rules which will be strictly enforced with the goal of ensuring a fair evaluation process

- The exam lasts 90 minutes

- Registration via the ESSE3 system is required;
- Each student can take the exam three times in an academic year (from May to February);
- It is not possible to use books, handouts, notes, etc. during the exam. Only a simple calculator is admitted;
- During the exam it is not allowed going out of the room, talking to other students or to the teachers. Student should use at their best all the available information to answer the exam questions.

INSTRUCTIONS FOR THE ONLINE EXAM (DURING THE COVID 19 PANDEMIC)

To be able to do the online exam in Moodle you must have access to a fully charged mobile phone with camera and a laptop (or a desktop computer). You also need an internet connection, sheets of paper, and a pen.

You also need to have your student ID ("numero di matricola").

Since exam answers are submitted online, there will be checks for cheating. Therefore, make sure that you do your own work, as you would normally do.

You can quit the exam (in this case you simply do not submit your answers to the exercises) and the exam will not be counted as taken.

In Moodle you will find a section called "MICROECONOMICS-ONLINE EXAM" with the links you need to use to start the online exam.

Questions will be randomly assigned.

The total score that you can achieve is 100.

The online written exam will be structured as follows:

- 10 multiple choices (max. 10 points).

Each answer counts 1 if correct, -0.25 if incorrect, and 0 if no answer is given.

Time allowed: 15 minutes

- 3 exercises (max 23 points). The number of points assigned to each exercise is clearly displayed in Moodle.

Time allowed: 70 minutes (including the time you need to upload the files).

If you are a student who is entitled to extra time you will have 20 minutes for the multiple choices and 91 minutes for the exercises.

Students who pass the written exam are admitted to the oral exam. A group of randomly selected students will be examined orally.

FIRST PART: MULTIPLE CHOICES

The day and hour of the exam (Italy time), the multiple choices will be available in Moodle.

You have 15 minutes to answer the 10 multiple choices. There is one multiple choice in each page. The questions are sequential (you must progress through the quiz in order and may not return to previous pages nor skip ahead). In other words, once you press the button "next" to go to the next question you are not allowed to go back to the previous questions and change your answers.

After you finish you have to press the button "SUBMIT ALL AND FINISH". Please remember that you just have one attempt (you cannot submit and then try again even if you still have time)!

There is a grace period of 5 minutes when open attempts can be submitted, but you cannot answer any question.

SECOND PART: EXERCISES

The day and hour of the exam (Italy time), the 3 exercises will be available in Moodle.

You have 70 minutes to finish and submit the answers. The exercises are sequential (you must progress through the quiz in order and may not return to previous pages nor skip ahead). In other words, once you press the button "next" to go to the next exercise you are not allowed to go back to the previous exercises and change your answers.

If necessary rounding must be done at the second decimal place.

You have to write your answers on sheets of paper by handwriting (neatly). Take pictures of your answers using for example a mobile phone, upload them to the device you use to access Moodle in order to be able to upload them into Moodle. It would be great if you could upload a single file for each exercise. On that regard you may want to consider downloading the App: <https://www.camscanner.com> (it is free at the moment). That App makes your mobile phone able to scan document and so it creates a single file of your handwritten answers that can be uploaded to Moodle. If you cannot produce a single file for each exercise you have to number the pages.

The HTML editor has been disabled.

On EACH sheet of paper that you use to write your answer make sure to write your full name and student ID.

Furthermore you have to name the file you upload to Moodle using your full name and student ID.

If you do not press the button "SUBMIT AND FINISH" it will be considered as a withdrawal from the exam.

There is a grace period of 5 minutes when open attempts can be submitted, but you cannot answer any question.

EMAILS WILL NOT BE CONSIDERED FOR EVALUATION.

italiano

Esame scritto. 10 domande a risposta multipla (15 minuti) e 3 esercizi (70 minuti)

Questa modalità permette di valutare il raggiungimento degli obiettivi desiderati. Più precisamente, la modalità d'esame prevede una parte iniziale costituita da domande a risposta multipla, che hanno l'obiettivo di testare la conoscenza di concetti di teoria e definizioni, e tre domande aperte (esercizi) che permettono agli studenti di applicare gli strumenti appropriati (analisi matematica e grafica combinata all'intuizione economica) a problemi più specifici.

L'esame presenta le seguenti regole che verranno rigorosamente applicate per assicurare un processo di valutazione corretto

- L'esame dura 90 minuti;
- E' richiesta la registrazione tramite il sistema ESSE3;
- Ogni studente può sostenere l'esame per un massimo di tre volte in un anno accademico (da maggio a febbraio);
- Non è possibile utilizzare libri, dispense, appunti, ecc. durante l'esame. E' ammessa solo una calcolatrice non programmabile;
- Durante l'esame non è permesso uscire dall'aula, parlare con altri studenti o i docenti. Gli studenti devono utilizzare al meglio tutte le informazioni disponibili per rispondere alle domande d'esame.

SUPPORT ACTIVITIES

english

Exercises in class

italiano

Esercizi in aula

PROGRAM

english

- Preliminaris, basic concept
- Demand and supply
- Consumer behaviour
- Individual and market demand
- Production
- Costs
- Profit maximisation
- Competitive markets
- Monopoly and monopsony
- Pricing with market power
- Oligopoly

italiano

- Concetti base preliminari
- Domanda e offerta
- Comportamento del consumatore
- Domanda individuale e di mercato
- Produzione
- Costi
- Massimizzazione del profitto

- Mercati competitivi
- Monopolio e monopsonio
- Prezzi in presenza di potere di mercato
- Oligopolio

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=ec3e

Microeconomics - Stream B

Microeconomics - Stream B

Academic year:	2022/2023
Course ID:	MAN0259
Teacher:	Nadia Campaniello (Lecturer) Donald Richard Williams (Lecturer)
Teacher contacts:	n/d, nadia.campaniello@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	9
Course SSD (disciplinary sector):	SECS-P/01 - economics
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

PREREQUISITES

Basic Math knowledge

COURSE OBJECTIVES

english

The course is an introduction to economic analysis through elementary microeconomics. Consumer decisions and firm choices are presented and discussed aiming at the understanding of a free market based system, particularly price formation and efficiency. The easiest models of oligopoly and monopolistic competition are presented as an introduction to more realistic tools for the knowledge of the real world of enterprises.

The course aims at introducing the logic of rational behaviour of consumers and firms, which is useful to recognize and understand relationships among economic agents.

italian

L'obiettivo del corso è introdurre la logica del comportamento razionale di consumatori e imprese, utile a riconoscere e comprendere le relazioni tra gli agenti economici.

Le decisioni dei consumatori e le scelte delle aziende sono presentate e discusse al fine di comprendere un sistema basato sul libero mercato, con particolare attenzione alla formazione dei prezzi e all'efficienza. Semplici modelli di oligopolio e competizione monopolistica sono presentati con l'obiettivo di introdurre strumenti più realistici utili alla conoscenza del mondo reale delle imprese.

COURSE AIMS

english

Elementary knowledge of concepts and methods of efficient decision making, graphic analysis of simple economic phenomena.

- Use of elementary but abstract microeconomic models, to judge what can happen in the real world of imperfect markets.
- Translate the logic of maximizing behaviour into the day-to-day language. Use of formulas and graphic analysis to explain possible consequences of economic phenomena.

italian

Conoscenza base di concetti e metodi per prendere decisioni efficienti, analisi grafica di semplici fenomeni economici.

- Uso di modelli microeconomici elementari ma astratti, per valutare cosa può accadere nel mondo reale caratterizzato da mercati imperfetti.
- Tradurre la logica del comportamento di massimizzazione nel linguaggio di tutti i giorni. Uso di formule e analisi grafica per spiegare le possibili conseguenze dei fenomeni economici.

COURSE DELIVERY

english

Lectures and exercise classes included

italian

Lezioni ed esercitazioni

LEARNING ASSESSMENT METHODS

english

Written exam. 10 multiple choice (15 minutes), 3 exercises (70 minutes).

The format allows to assess the achievement of the desired goals. More precisely the format foresees an initial part consisting of multiple choices questions, which are intended to test the

knowledge of the theoretical concepts and definitions, and then it features three open questions (exercises), which allow students to apply the appropriate tools (analytical and graphical analysis combined with economic intuition) to more specific problems.

The exam follows the following rules which will be strictly enforced with the goal of ensuring a fair evaluation process

- The exam lasts 90 minutes
- Registration via the ESSE3 system is required;
- Each student can take the exam three times in an academic year (from May to February);
- It is not possible to use books, handouts, notes, etc. during the exam. Only a simple calculator is admitted;
- If the final mark is lower than 11/30, the student cannot resit at the following exam;
- During the exam it is not allowed going out of the room, talking to other students or to the teachers. Student should use at their best all the available information to answer the exam questions.

INSTRUCTIONS FOR THE ONLINE EXAM (DURING THE COVID 19 PANDEMIC)

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Questions will be randomly assigned.

The total score that you can achieve is 100.

The online written exam will be structured as follows:

- 10 multiple choices (max. 10 points).

Each answer counts 1 if correct, -0.25 if incorrect, and 0 if no answer is given.

Time allowed: 15 minutes

- 3 exercises (max 23 points). The number of points assigned to each exercise is clearly displayed in Moodle.

Time allowed: 70 minutes (including the time you need to upload the files).

If you are a student who is entitled to extra time you will have 20 minutes for the multiple choices and 91 minutes for the exercises.

Students who pass the written exam are admitted to the oral exam. A group of randomly selected students will be examined orally.

FIRST PART: MULTIPLE CHOICES

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There is a grace period of 5 minutes when open attempts can be submitted, but you cannot answer any question.

SECOND PART: EXERCISES

The day and hour of the exam (Italy time), the 3 exercises will be available in Moodle.

You have 70 minutes to finish and submit the answers. The exercises are sequential (you must progress through the quiz in order and may not return to previous pages nor skip ahead). In other words, once you press the button "next" to go to the next exercise you are not allowed to go back to the previous exercises and change your answers.

If necessary rounding must be done at the second decimal place.

You have to write your answers on sheets of paper by handwriting (neatly). Take pictures of your answers using for example a mobile phone, upload them to the device you use to access Moodle in order to be able to upload them into Moodle. It would be great if you could upload a single file for each exercise. On that regard you may want to consider downloading the App: <https://www.camsScanner.com> (it is free at the moment). That App makes your mobile phone able to scan document and so it creates a single file of your handwritten answers that can be

uploaded to Moodle. If you cannot produce a single file for each exercise you have to number the pages.

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On EACH sheet of paper that you use to write your answer make sure to write your full name and student ID.

Furthermore you have to name the file you upload to Moodle using your full name and student ID.

If you do not press the button "SUBMIT AND FINISH" it will be considered as a withdrawal from the exam.

There is a grace period of 5 minutes when open attempts can be submitted, but you cannot answer any question.

EMAILS WILL NOT BE CONSIDERED FOR EVALUATION.

italian

Esame scritto. 10 domande a risposta multipla (15 minuti) e 3 esercizi (70 minuti)

Questa modalità permette di valutare il raggiungimento degli obiettivi desiderati. Più precisamente, la modalità d'esame prevede una parte iniziale costituita da domande a risposta multipla, che hanno l'obiettivo di testare la conoscenza di concetti di teoria e definizioni, e tre domande aperte (esercizi) che permettono agli studenti di applicare gli strumenti appropriati (analisi matematica e grafica combinata all'intuizione economica) a problemi più specifici.

L'esame presenta le seguenti regole che verranno rigorosamente applicate per assicurare un processo di valutazione corretto

- L'esame dura 90 minuti;
- E' richiesta la registrazione tramite il sistema ESSE3;
- Ogni studente può sostenere l'esame per un massimo di tre volte in un anno accademico (da maggio a febbraio);
- Non è possibile utilizzare libri, dispense, appunti, ecc. durante l'esame. E' ammessa solo una calcolatrice non programmabile;
- Durante l'esame non è permesso uscire dall'aula, parlare con altri studenti o i docenti. Gli studenti devono utilizzare al meglio tutte le informazioni disponibili per rispondere alle domande d'esame.

SUPPORT ACTIVITIES

english

Exercises in class

italian

Esercizi in aula

PROGRAM

english

Preliminaries, basic concept
Demand and supply
Consumer behaviour
Individual and market demand
Production
Costs
Profit maximisation
Competitive markets
Monopoly and monopsony
Pricing with market power
Oligopoly

italian

Concetti base preliminari
Domanda e offerta
Comportamento del consumatore
Domanda individuale e di mercato
Produzione
Costi
Massimizzazione del profitto
Mercati competitivi
Monopolio e monopsonio
Prezzi in presenza di potere di mercato
Oligopolio

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=wwm1

Operations Management - Stream A

Operations Management - Stream A

Academic year:	2022/2023
Course ID:	MAN0264
Teacher:	Alessandro Bonadonna (Lecturer) Giovanni Peira (Lecturer) Stanislav Hristov Ivanov (Lecturer)
Teacher contacts:	011.6705713, alessandro.bonadonna@unito.it
Year:	1st year
Type:	Distinctive
Credits/recognition:	5
Course SSD (disciplinary sector):	SECS-P/13 - commodity science
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written and oral (optional)

COURSE OBJECTIVES

english

The achievement of an adequate grade of knowledge about technical and managerial aspects with reference to processes for the production of goods and/or services focused to the improvement in productivity and to the establishment of a competitive advantage in business according to the international normative.

italiano

L'insegnamento si propone di fornire allo studente le informazioni fondamentali relative alle problematiche tecnologiche della produzione nelle imprese manifatturiere

COURSE AIMS

english

The course aims at completing the student's knowledge thanks to concepts and tools useful to examine the technological aspects of production that are necessary to understand better the company's Operations. Students will be able to apply the technical and economic knowledge in the evaluation of issues that are normally considered part of the only technical expertise. The student's economic and accounting expertise has to be completed by technical knowledge in order to give student an objective evaluation about fundamental issues in the current productive system. The ability of a multidisciplinary communication will be the main result of the course, along with the acquisition of technical and managerial terminology, to understand better typical problems of the Operation management. Student's learning ability will be improved by the acquisition of evaluation

tools that will help them to completely consider productive system and contribute to the solution of problems.

italiano

L'insegnamento prevede di completare la formazione dello studente con nozioni e strumenti utili ad approfondire gli aspetti tecnologici della produzione, imprescindibili per comprendere al meglio il funzionamento dell'impresa. Lo studente sarà quindi in grado di applicare la conoscenza appresa nella valutazione tecnico economica di tematiche normalmente ritenute di competenza esclusivamente tecnica. E' fondamentale che l'impronta economico contabile dello studente venga completata da alcune conoscenze tecniche in grado di fornirgli una capacità oggettiva di giudizio su questioni che, nell'ambito del sistema produttivo integrato moderno, non possono costituire un aspetto distinto. La capacità di comunicazione multidisciplinare sarà il principale risultato del corso, a fianco dell'acquisizione di terminologia tecnica da affiancare a quella manageriale per meglio comprendere le problematiche nel loro insieme. La capacità di apprendimento dello studente sarà migliorata dall'acquisizione di strumenti di valutazione che lo aiuteranno a stimare nel complesso la realtà produttiva e a concorrere concretamente alla risoluzione dei problemi.

COURSE DELIVERY

english

The course is articulated in 35 hours of interactive lecture time and includes the development of practical exercises as homework.

italiano

Il corso è articolato in 35 ore di lezione interattiva e comprende lo sviluppo di esercizi pratici come compiti a casa

LEARNING ASSESSMENT METHODS

english

The exam will be divided into two parts:

Part 1: 10 multiple choice questions (1 pt each question - 10 minutes).

Part 2: 2 open questions (10 pts each question - 1 hour).

During the lectures, examples of questions and answers will be introduced and explained in order to facilitate the approach to the exam.

italiano

L'esame sarà diviso in due parti:

Parte 1: 10 domande a risposta multipla (1 punto per ogni domanda - durata 10 minuti)

Parte 2: 2 domande aperte (10 punti per ogni domanda - durata 60 minuti)

Durante le lezioni, verranno introdotti e spiegati esempi di domande e risposte al fine di facilitare l'approccio all'esame.

SUPPORT ACTIVITIES

english

italiano

PROGRAM

english

The course deals with the principal phases of the processes for the production of goods and/or the realization of services, with particular reference to technical aspects, effectiveness-efficiency of the processes, (human and material) resources and stakeholder satisfaction.

Operations management includes different processes and a high level of interfunctional integration.

In particular the course is articulated in the following parts:

- strategy, products and capacity;
- design of products and services;
- manufacturing and service processes;

- process design and analysis;
- total quality management;
- Six Sigma approach and methodology;
- productive capacity management;
- lean production system;
- material requirements planning.

italiano

The course deals with the principal phases of the processes for the production of goods and/or the realization of services, with particular reference to technical aspects, effectiveness-efficiency of the processes, (human and material) resources and stakeholder satisfaction.

Operations management includes different processes and a high level of interfunctional integration.

In particular the course is articulated in the following parts:

- strategy, products and capacity;
- design of products and services;
- manufacturing and service processes;
- process design and analysis;
- total quality management;
- Six Sigma approach and methodology;
- productive capacity management;
- lean production system;
- material requirements planning.

SUGGESTED TEXTBOOKS AND READINGS

Lecturers will provide some slides during the course by Moodle platform.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=psxe

Operations Management - Stream B

Operations Management - Stream b

Academic year:	2022/2023
Course ID:	MAN0264
Teacher:	Enrica Vesce (Lecturer) Stefano Duglio (Lecturer) Stanislav Hristov Ivanov (Lecturer)
Teacher contacts:	011.670.57.11, enrica.vesce@unito.it
Year:	1st year
Type:	Distinctive
Credits/recognition:	5
Course SSD (disciplinary sector):	SECS-P/13 - commodity science
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

The achievement of an adequate grade of knowledge about technical and managerial aspects with reference to processes for the production of goods and/or services focused to the improvement in productivity and to the establishment of a competitive advantage in business according to the international normative.

italiano

L'insegnamento si propone di fornire allo studente le informazioni fondamentali relative alle problematiche tecnologiche della produzione nelle imprese manifatturiere

COURSE AIMS

english

The course aims at completing the student's knowledge thanks to concepts and tools useful to examine the technological aspects of production that are necessary to understand better the company's Operations. Students will be able to apply the technical and economic knowledge in the evaluation of issues that are normally considered part of the only technical expertise. The student's economic and accounting expertise has to be completed by technical knowledge in order to give student an objective evaluation about fundamental issues in the current productive system. The ability of a multidisciplinary communication will be the main result of the course, along with the acquisition of technical and managerial terminology, to understand better typical problems of the Operation management. Student's learning ability will be improved by the acquisition of evaluation tools that will help them to completely consider productive system and contribute to the solution of problems.

italiano

L'insegnamento prevede di completare la formazione dello studente con nozioni e strumenti utili ad approfondire gli aspetti tecnologici della produzione, imprescindibili per comprendere al meglio il funzionamento dell'impresa. Lo studente sarà quindi in grado di applicare la conoscenza appresa nella valutazione tecnico economica di tematiche normalmente ritenute di competenza esclusivamente tecnica. E' fondamentale che l'impronta economico contabile dello studente venga completata da alcune conoscenze tecniche in grado di fornirgli una capacità oggettiva di giudizio su questioni che, nell'ambito del sistema produttivo integrato moderno, non possono costituire un aspetto distinto. La capacità di comunicazione multidisciplinare sarà il principale risultato del corso, a fianco dell'acquisizione di terminologia tecnica da affiancare a quella manageriale per meglio comprendere le problematiche nel loro insieme. La capacità di apprendimento dello studente sarà migliorata dall'acquisizione di strumenti di valutazione che lo aiuteranno a stimare nel complesso la realtà produttiva e a concorrere concretamente alla risoluzione dei problemi.

COURSE DELIVERY

english

The course is articulated in 35 hours of interactive lecture time and includes the development of practical exercises as homework.

italiano

Il corso è articolato in 35 ore di lezione interattiva e comprende lo sviluppo di esercizi pratici come compiti a casa

LEARNING ASSESSMENT METHODS

english

The exam will be divided into two parts:

Part 1: 10 multiple choice questions (1 pt each question - 10 minutes).

Part 2: 2 open questions (10 pts each question - 1 hour).

During the lectures, examples of questions and answers will be introduced and explained in order to facilitate the approach to the exam.

italiano

Fino alla fine dell'emergenza Covid-19, l'esame sarà composto da 30 domande a scelta multipla. L'esame verrà eseguito utilizzando la piattaforma Moodle e durerà 30 minuti.

Durante le lezioni, verranno introdotti e spiegati esempi di domande e risposte al fine di facilitare l'approccio all'esame.

PROGRAM

english

The course deals with the principal phases of the processes for the production of goods and/or the realization of services, with particular reference to technical aspects, effectiveness-efficiency of the processes, (human and material) resources and stakeholder satisfaction.

Operations management includes different processes and a high level of interfunctional integration.

In particular the course is articulated in the following parts:

- strategy, products and capacity;
- design of products and services;
- manufacturing and service processes;
- process design and analysis;
- total quality management;
- Six Sigma approach and methodology;
- productive capacity management;
- lean production system;
- material requirements planning.

italiano

Parte I

- Pianificare il sistema produttivo
- Efficienza degli impianti
- Servizi tecnici alla produzione

Parte II

- Operations management

- Analisi dei processi e loro progettazione
- Total quality management e metodologie connesse
- Lean production e strumenti collegati

SUGGESTED TEXTBOOKS AND READINGS

english

Slides provided by the Lecturers to integrate the book contents.

italiano

Slides fornite dai docenti ad integrazione dei contenuti del volume.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=3edr

Private Law (on-line)

Private Law (on-line)

Academic year:	2022/2023
Course ID:	MAN0551
Teacher:	Nadia Coggiola (Lecturer)
Teacher contacts:	nadia.coggiola@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/O1 - private law
Delivery:	Formal authority
Language:	English
Attendance:	Online
Type of examination:	Written

COURSE OBJECTIVES

italiano

L'insegnamento ha lo scopo di fornire una conoscenza basilare del linguaggio, dei concetti e degli istituti del diritto civile italiano e di dare agli studenti gli strumenti necessari per intraprendere studi giuridici più approfonditi ed essere capaci di comprendere e redigere semplici documenti giuridici

english

The aim of the course is to give a basic knowledge of the language, the concepts and the institutions of Italian Private Law and to give the students the tools to further their legal studies and the ability to understand and write simple legal documents

COURSE AIMS

italiano

Conoscenza degli istituti fondamentali e delle linguaggio del diritto privato italiano. Capacità di comprendere le norme del diritto privato italiano e di applicarle a casi concreti, individuando gli elementi rilevanti del fatto e le norme a questo applicabili. Capacità di spiegare problemi giuridici, utilizzando il corretto linguaggio tecnico. Capacità di apprendere nozioni giuridiche specialistiche

english

Knowledge of the fundamental institutions and language of the Italian private law. Ability to understand the rules of the Italian private law and to apply them to cases, by identifying the relevant elements of the fact and the rules that could be applied. Ability to explain legal problems

with the right technical language. Ability to learn advanced legal concepts.

COURSE DELIVERY

italiano

6 lezioni online, ciascuna dedicata ad un argomento, composte da 1 video di presentazione dell'argomento, contenente le regole generali e da una serie di schede, contenenti le regole di dettaglio. Al termine di ogni lezione una serie di casi pratici con quiz di autovalutazione consentiranno allo studente di verificare il proprio livello di preparazione.

Gli argomenti trattati nell'insegnamento saranno i seguenti

Introduzione al diritto privato

Fonti del diritto

Persone fisiche

Persone giuridiche

Beni, proprietà, diritti reali

Possesso

Contratto (parte generale)

I principali contratti

Responsabilità extracontrattuale

La protezione dei consumatori

english

6 online lessons, each of them devoted to one topic, made of 1 presentation video, dealing with the general rules, and by a number of sheets, devoted to detailing the rules. At the end of each lesson the student will be able to verify his or her level of knowledge, with the help of cases and self-evaluation quiz.

The topics of the lessons will be the following:

Introduction to private law

Sources of the law

Natural persons

Natural persons

Legal persons

Goods, property, real rights

Possession

Contracts (general rules)

Torts

Consumer protection

LEARNING ASSESSMENT METHODS

italiano

L'esame finale del corso consiste in un test online, composto di 30 domande a risposta multipla, della durata di 30 minuti. Ogni risposta giusta vale 1 punto.

Il risultato dell'esame è positivo quando lo studente totalizza almeno 25 risposte esatte

Se lo studente vuole ottenere il riconoscimento dei crediti dell'esame, deve superare un altro esame.

L'esame si compone di una prova scritta e di una successiva prova orale. La prova scritta si svolge nelle aule informatiche e prevede la somministrazione di 30 domande a risposta multipla, da svolgersi in 30 minuti. Ogni risposta corretta vale 1 punto, ogni risposta sbagliata o non data vale 0 punti. Tale prova ha lo scopo di verificare la conoscenza degli istituti e principi fondamentali del diritto privato.

Chi supera lo scritto con un voto minimo di 18 risposte esatte può accedere alla prova orale, la quale ha lo scopo di accertare con maggiore approfondimento la preparazione dello studente.

Il voto finale si basa sulla valutazione dei risultati di entrambe le prove di esame.

Nel periodo di chiusura dell'Università a causa dell'emergenza Covid19, gli esami si terranno online e consisteranno in una prova scritta ed una prova orale.

La prova scritta si svolge sulla piattaforma elearning e prevede la somministrazione di 30 domande a risposta multipla, da svolgersi in 30 minuti. Ogni risposta corretta vale 1 punto, ogni risposta sbagliata o non data vale 0 punti. Tale prova ha lo scopo di verificare la conoscenza degli istituti e principi fondamentali del diritto privato e consentire allo studente una autovalutazione del livello di preparazione acquisito.

Chi supera lo scritto con un voto minimo di 18 risposte esatte può accedere alla prova orale, che si svolgerà con la convocazione di piccoli gruppi di studenti sulla piattaforma Webex.

Il voto finale si basa sulla valutazione dei risultati dell'esame orale.

Si avvisano gli studenti che il non superamento della prova scritta o la rinuncia all'orale immediatamente successiva alla prova scritta non verranno conteggiati tra le tre prove d'esame consentite agli studenti nel corso dell'anno accademico.

english

The final examination of the course is an online test, made of 30 multiple choice questions, lasting 30 minutes. Every correct answer counts 1 point.

The passing score of the student is of 25 right answers.

If the student want to acquire the credits for the examination, another examination is necessearcy.

The examination is divided in two stages.

The first stage is a multiple choice quiz of 30 questions, in 30 minutes, that is aimed to verify the

knowledge of the basic notions of private law.

Every correct answer counts 1 point, every missing or wrong answer counts 0 points.

Only the students that correctly answer 18 questions are admitted to the second stage of the examination.

The second stage of the examination is an oral examination. This second stage of the examination is aimed to verify the linguistic abilities and the understanding of the concepts and institutions of private law and the ability to apply the learned concepts to a concrete case.

The final mark shall be calculated on the basis of the results of the two stages of the examination.

During the closing of the University due to the Coronavirus19 emergency, the examinations will be held online and will be divided into two stages.

The first stage is a multiple choice quiz of 30 questions, in 30 minutes, held on the e-learning platform, that is aimed to verify the knowledge of the basic notions of private law and permits the student to self assess the knowledge acquired.

Every correct answer counts 1 point, every missing or wrong answer counts 0 points. Only the students that correctly answer 18 questions are admitted to the second stage of the examination.

The second stage of the examination is an oral examination, held in small groups using the Webex platform. This second stage of the examination is aimed to verify the linguistic abilities and the understanding of the concepts and institutions of private law and the ability to apply the learned concepts to a concrete case.

The final mark shall be calculated on the basis of the results of the oral examination.

The failure of the multiple-choice examination or the renounce to take part in the oral examination made immediately after the results of the multiple-choice exam will not be considered as an attempt for the purposes of the limit of three examination attempts in an academic year.

PROGRAM

italiano

Introduzione al diritto privato

Fonti del diritto

Persone fisiche

Persone giuridiche

Beni, proprietà, diritti reali

Possesso

Contratto (parte generale)

Responsabilità extracontrattuale

La protezione dei consumatori

english

Introduction to private law

Sources of the law

Natural persons

Legal persons

Goods, property, real rights
Possession
Contracts (general rules)
Torts
Consumer protection

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=lq85

Private Law - Stream A

Private Law - Stream A

Academic year:	2022/2023
Course ID:	MAN0260
Teacher:	Nadia Coggiola (Lecturer) Alberto Gianola (Lecturer)
Teacher contacts:	nadia.coggiola@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/01 - private law
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written followed by oral

COURSE OBJECTIVES

english

The aim of the course is to give a basic knowledge of the language, the concepts and the institutions of Private Law and to give the students the tools to further their legal studies and the ability to understand and write simple legal documents

italiano

L'insegnamento ha lo scopo di fornire una conoscenza basilare del linguaggio, dei concetti e degli istituti del diritto civile e di dare agli studenti gli strumenti necessari per intraprendere studi giuridici più approfonditi ed essere capaci di comprendere e redigere semplici documenti giuridici

COURSE AIMS

english

Knowledge of the fundamental institutions and language of private law. Ability to understand the rules of private law and to apply them to cases, by identifying the relevant elements of the fact and the rules that could be applied. Ability to explain legal problems with the right technical language. Ability to learn advanced legal concepts.

italiano

Conoscenza degli istituti fondamentali e delle linguaggio del diritto privato. Capacità di comprendere le norme del diritto privato e di applicarle a casi concreti, individuando gli elementi rilevanti del fatto e le norme a questo applicabili. Capacità di spiegare problemi giuridici, utilizzando il corretto linguaggio tecnico. Capacità di apprendere nozioni giuridiche specialistiche

COURSE DELIVERY

english

42 lesson hours, with the help of slides.

After the explanation of the general rules of each institute, real or imaginary cases will be tackled, and the students will be encouraged to single out the relevant elements of the case and the legal rules that could be applied to it.

In case of limitations due to the health emergency, the lessons will be held online, following the same timetable of the classroom-taught lessons.

The topics of the lessons will be the following:

Introduction to private law

Sources of the law

Legal systems and legal formants

Rights, interests, relations

Natural persons

Legal persons

Goods, property, real rights

Possession

Contract (general rules)

Special contracts

Torts

Vienna Convention on the selling of movables (Prof. Alberto Gianola)

italiano

42 ore di lezione frontale, con ausilio di slides. Dopo avere spiegato le regole generali di ciascun istituto si affronteranno casi pratici reali o fittizi, e gli studenti saranno incoraggiati a distinguere gli elementi rilevanti del caso e ad individuare le norme di diritto applicabili.

In caso di limitazioni imposte dall'emergenza sanitaria, le lezioni si terranno online, negli stessi orari delle lezioni in presenza.

Gli argomenti trattati nell'insegnamento saranno i seguenti

Introduzione al diritto privato

Fonti del diritto

Sistemi giuridici e formanti del diritto

Diritti, interessi, relazioni

Persone fisiche

Persone giuridiche

Beni, proprietà, diritti reali

Possesso

Contratto (parte generale)

I principali contratti

Responsabilità extracontrattuale

La Convenzione di Vienna sulla vendita dei beni mobili (Prof. Alberto Gianola)

LEARNING ASSESSMENT METHODS

english

The examination is divided in two stages.

The first stage is a multiple choice quiz of 30 questions, in 30 minutes, that is aimed to verify the knowledge of the basic notions of private law.

Every correct answer counts 1 point, every missing or wrong answer counts 0 points.

Only the students that correctly answer 18 questions are admitted to the second stage of the examination.

The second stage of the examination is an oral examination. This second stage of the examination is aimed to verify the linguistic abilities and the understanding of the concepts and institutions of private law and the ability to apply the learned concepts to a concrete case.

The final mark shall be calculated on the basis of the results of the two stages of the examination.

When the enrollment time in the examination will be expired, you will receive a mail with all the needed instructions.

Therefore emails asking for information on the examination will not be answered.

If not otherwise provided, the examination of Private Law will be held in presence.

Students that cannot, because of their health conditions, or because they reside or are domiciled outside of the region or are temporarily outside of the region in force of necessities that can be proved, can take part in the online examination, following the rules provided for on the website of the course.

Students that need to take part in the examination online must send the needed documents that prove their situation, only after they are requested to do so by mail. Do not send documents before the mail asking for them.

During the closing of the University due to the Coronavirus19 emergency, the examinations will be held online and will be divided into two stages.

The first stage is a multiple choice quiz of 30 questions, in 30 minutes, held on the e-learning platform, that is aimed to verify the knowledge of the basic notions of private law and permits the student to self assess the knowledge acquired.

Every correct answer counts 1 point, every missing or wrong answer counts 0 points. Only the students that correctly answer 18 questions are admitted to the second stage of the examination.

The second stage of the examination is an oral examination, held in small groups using the Webex platform. This second stage of the examination is aimed to verify the linguistic abilities and the understanding of the concepts and institutions of private law and the ability to apply the learned concepts to a concrete case.

The final mark shall be calculated on the basis of the results of the oral examination.

The failure of the multiple-choice examination or the renounce to take part in the oral examination made immediately after the results of the multiple-choice exam will not be considered as an attempt for the purposes of the limit of three examination attempts in an academic year.

italiano

L'esame è diviso in due parti.

La prima parte consiste in un quiz a risposta multipla di 30 domande, da sostenersi in 30 minuti, atto a verificare l'apprendimento delle nozioni basilari del diritto privato.

Ogni risposta corretta vale 1 punto, ogni risposta mancante o sbagliata 0 punti.

Solo gli studenti che rispondono correttamente ad almeno 18 domande sono ammessi alla seconda parte dell'esame.

La seconda parte dell'esame consiste in un orale. Tale seconda prova ha lo scopo di verificare le capacità linguistiche e la comprensione dei concetti e degli istituti del diritto privato, e la capacità di applicare i concetti appresi ad un caso pratico.

Il voto finale è calcolato sulla base dei risultati ottenuti nelle due prove.

Una volta scaduto il termine per l'iscrizione all'esame, riceverete una mail con le necessarie istruzioni.

Pertanto non si risponderà a mail di richiesta informazioni

Se non diversamente stabilito, l'esame di Private Law si terrà in presenza.

Gli studenti che non possono, a causa delle loro condizioni di fragilità, o perché domiciliati o residenti al di fuori della regione o perché si trovano al di fuori della regione per esigenze documentate, possono sostenere l'esame online, sulla base delle regole previste per questo. Gli studenti che devono sostenere l'esame online devono inviare i necessari documenti che provano la loro situazione solo dopo che ne sia fatta richiesta per mail. Non inviate documenti prima che siano richiesti.

Nel periodo di chiusura dell'Università a causa dell'emergenza Covid19, gli esami si terranno online e consisteranno in una prova scritta ed una prova orale.

La prova scritta si svolge sulla piattaforma elearning e prevede la somministrazione di 30 domande a risposta multipla, da svolgersi in 30 minuti. Ogni risposta corretta vale 1 punto, ogni risposta sbagliata o non data vale 0 punti. Tale prova ha lo scopo di verificare la conoscenza degli istituti e principi fondamentali del diritto privato e consentire allo studente una autovalutazione del livello di preparazione acquisito.

Chi supera lo scritto con un voto minimo di 18 risposte esatte può accedere alla prova orale, che si svolgerà con la convocazione di piccoli gruppi di studenti sulla piattaforma Webex.

Il voto finale si basa sulla valutazione dei risultati dell'esame orale.

Si avvisano gli studenti che il non superamento della prova scritta o la rinuncia all'orale immediatamente successiva alla prova scritta non verranno conteggiati tra le tre prove d'esame consentite agli studenti nel corso dell'anno accademico.

"Ogni studente/essa è invitato/a a leggere con attenzione il Codice etico di Ateneo (disponibile al link: https://www.unito.it/sites/default/files/allegati/01-08-2014/cod_etico_comunita_universitaria.pdf) nei cui principi morali – a maggior ragione in questa situazione, nella quale le modalità di esame che dovremo adottare vi responsabilizzano di più – siamo tutti sicuri che vi riconoscete. Siete uomini e donne che presto troveranno collocazione nel mondo del lavoro: noi docenti abbiamo cieca fiducia nelle vostre qualità umane e a quelle ci appelliamo.

Tuttavia il rischio che i principi meritocratici vengano inquinati da condotte non consone è immanente ed è per tale ragione che ciascun docente continuerà, con ancora maggiore rigore, a sorvegliare lo svolgimento delle prove di esame, orali e scritte, agevolato dagli strumenti di analisi

inferenziale dei numerosi dati a nostra disposizione e dei software anti-plagio e anti-copiatura (per es. TURNITIN <https://www.unito.it/node/4686>), per evitare che il rispetto del merito sia appannaggio solo di alcuni.

Oltre che moralmente riprovevoli, sono comportamenti anche illeciti che saranno puniti nei modi e con le sanzioni amministrative che il regolamento su Procedimento e sanzioni disciplinari nei confronti degli studenti prevede (https://www.sme.unito.it/sites/u005/files/allegatiparagrafo/20-07-2016/regolamento_sanzioni_disciplinari_scuola_di_management_ed_economia_0.pdf).

PROGRAM

english

Introduction to private law

Sources of the law

Legal systems and legal formants

Rights, interests, relations

Natural persons

Legal persons

Goods, property, real rights

Possession

Contract (general rules)

Special contracts

Torts

Vienna Convention on the selling of movables (Prof. Alberto Gianola)

italiano

Introduzione al diritto privato

Fonti del diritto

Sistemi giuridici e formanti del diritto

Diritti, interessi, relazioni

Persone fisiche

Persone giuridiche

Beni, proprietà, diritti reali

Possesso

Contratto (parte generale)

I principali contratti

Responsabilità extracontrattuale

La Convenzione di Vienna sulla vendita dei beni mobili (Prof. Alberto Gianola)

SUGGESTED TEXTBOOKS AND READINGS

.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=us88

Private Law - Stream B

Private Law - Stream B

Academic year:	2022/2023
Course ID:	MAN0260
Teacher:	Nadia Coggiola (Lecturer)
Teacher contacts:	nadia.coggiola@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/01 - private law
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written followed by oral

COURSE OBJECTIVES

english

The aim of the course is to give a basic knowledge of the language, the concepts and the institutions of Private Law and to give the students the tools to further their legal studies and the ability to understand and write simple legal documents

italiano

L'insegnamento ha lo scopo di fornire una conoscenza basilare del linguaggio, dei concetti e degli istituti del diritto civile e di dare agli studenti gli strumenti necessari per intraprendere studi giuridici più approfonditi ed essere capaci di comprendere e redigere semplici documenti giuridici

COURSE AIMS

english

Knowledge of the fundamental institutions and language of private law. Ability to understand the private law rules and to apply them to cases, by identifying the relevant elements of the fact and the rules that could be applied. Ability to explain legal problems with the right technical language. Ability to learn advanced legal concepts.

italiano

Conoscenza degli istituti fondamentali e delle linguaggio del diritto privato. Capacità di comprendere le norme del diritto privato e di applicarle a casi concreti, individuando gli elementi rilevanti del fatto e le norme a questo applicabili. Capacità di spiegare problemi giuridici, utilizzando il corretto linguaggio tecnico. Capacità di apprendere nozioni giuridiche specialistiche

COURSE DELIVERY

english

42 lesson hours, with the help of slides.

After the explanation of the general rules of each institute, real or imaginary cases will be tackled, and the students will be encouraged to single out the relevant elements of the case and the legal rules that could be applied to it.

In case of limitations due to the health emergency, the lessons will be held online, following the same timetable of the classroom-taught lessons.

The topics of the lessons will be the following: Introduction to private law

Sources of the law

Legal systems and legal formants

Rights, interests, relations

Natural persons

Natural persons

Legal persons

Goods, property, real rights

Possession

Contract (general rules)

Special contracts

Torts

Vienna Convention on the selling of movables (Prof. Alberto Gianola)

italiano

42 ore di lezione frontale, con ausilio di slides. Dopo avere spiegato le regole generali di ciascun istituto si affronteranno casi pratici reali o fittizi, e gli studenti saranno incoraggiati a distinguere gli elementi rilevanti del caso e ad individuare le norme di diritto applicabili.

In caso di limitazioni imposte dall'emergenza sanitaria, le lezioni si terranno online, negli stessi orari delle lezioni in presenza.

Gli argomenti trattati nell'insegnamento saranno i seguenti

Introduzione al diritto privato

Fonti del diritto

Sistemi giuridici e formanti del diritto

Diritti, interessi, relazioni

Persone fisiche

Persone giuridiche

Beni, proprietà, diritti reali

Possesso

Contratto (parte generale)

I principali contratti

Responsabilità extracontrattuale

La Convenzione di Vienna sulla vendita dei beni mobili (Prof. Alberto Gianola)

LEARNING ASSESSMENT METHODS

english

The examination is divided in two stages.

The first stage is a multiple choice quiz of 30 questions, in 30 minutes, that is aimed to verify the

knowledge of the basic notions of private law.

Every correct answer counts 1 point, every missing or wrong answer counts 0 points.

Only the students that correctly answer 18 questions are admitted to the second stage of the examination.

The second stage of the examination is an oral examination. This second stage of the examination is aimed to verify the linguistic abilities and the understanding of the concepts and institutions of private law and the ability to apply the learned concepts to a concrete case.

The final mark shall be calculated on the basis of the results of the two stages of the examination.

When the enrollment time in the examination will be expired, you will receive a mail with all the needed instructions.

Therefore emails asking for information on the examination will not be answered.

If not otherwise provided, the examination of Private Law will be held in presence.

Students that cannot, because of their health conditions, or because they reside or are domiciled outside of the region or are temporarily outside of the region in force of necessities that can be proved, can take part in the online examination, following the rules provided for on the website of the course.

Students that need to take part in the examination online must send the needed documents that prove their situation, only after they are requested to do so by mail. Do not send documents before the mail asking for them

During the closing of the University due to the Coronavirus19 emergency, the examinations will be held online and will be divided into two stages.

The first stage is a multiple choice quiz of 30 questions, in 30 minutes, held on the e-learning platform, that is aimed to verify the knowledge of the basic notions of private law and permits the student to self assess the knowledge acquired.

Every correct answer counts 1 point, every missing or wrong answer counts 0 points. Only the students that correctly answer 18 questions are admitted to the second stage of the examination.

The second stage of the examination is an oral examination, held in small groups using the Webex platform. This second stage of the examination is aimed to verify the linguistic abilities and the understanding of the concepts and institutions of private law and the ability to apply the learned concepts to a concrete case.

The final mark shall be calculated on the basis of the results of the oral examination.

The failure of the multiple-choice examination or the renounce to take part in the oral examination made immediately after the results of the multiple-choice exam will not be considered as an attempt for the purposes of the limit of three examination attempts in an academic year.

italiano

L'esame è diviso in due parti.

La prima parte consiste in un quiz a risposta multipla di 30 domande, da sostenersi in 30 minuti, atto a verificare l'apprendimento delle nozioni basilari del diritto privato.

Ogni risposta corretta vale 1 punto, ogni risposta mancante o sbagliata 0 punti.

Solo gli studenti che rispondono correttamente ad almeno 18 domande sono ammessi alla seconda parte dell'esame.

La seconda parte dell'esame consiste in un orale. Tale seconda prova ha lo scopo di verificare le capacità linguistiche e la comprensione dei concetti e degli istituti del diritto privato, e la capacità di applicare i concetti appresi ad un caso pratico.

Il voto finale è calcolato sulla base dei risultati ottenuti nelle due prove.

Una volta scaduto il termine per l'iscrizione all'esame, riceverete una mail con le necessarie istruzioni.

Pertanto non si risponderà a mail di richiesta informazioni

Se non diversamente stabilito, l'esame di Private Law si terrà in presenza.

Gli studenti che non possono, a causa delle loro condizioni di fragilità, o perché domiciliati o residenti al di fuori della regione o perché si trovano al di fuori della regione per esigenze documentate, possono sostenere l'esame online, sulla base delle regole previste per questo.

Gli studenti che devono sostenere l'esame online devono inviare i necessari documenti che provano la loro situazione solo dopo che ne sia fatta richiesta per mail. Non inviate documenti prima che siano richiesti.

Nel periodo di chiusura dell'Università a causa dell'emergenza Covid19, gli esami si terranno online e consisteranno in una prova scritta ed una prova orale.

La prova scritta si svolge sulla piattaforma elearning e prevede la somministrazione di 30 domande a risposta multipla, da svolgersi in 30 minuti. Ogni risposta corretta vale 1 punto, ogni risposta sbagliata o non data vale 0 punti. Tale prova ha lo scopo di verificare la conoscenza degli istituti e principi fondamentali del diritto privato e consentire allo studente una autovalutazione del livello di preparazione acquisito.

Chi supera lo scritto con un voto minimo di 18 risposte esatte può accedere alla prova orale, che si svolgerà con la convocazione di piccoli gruppi di studenti sulla piattaforma Webex.

Il voto finale si basa sulla valutazione dei risultati dell'esame orale.

Si avvisano gli studenti che il non superamento della prova scritta o la rinuncia all'orale immediatamente successiva alla prova scritta non verranno conteggiati tra le tre prove d'esame consentite agli studenti nel corso dell'anno accademico.

"Ogni studente/essa è invitato/a a leggere con attenzione il Codice etico di Ateneo (disponibile al link: https://www.unito.it/sites/default/files/allegati/01-08-2014/cod_etico_comunita_universitaria.pdf) nei cui principi morali – a maggior ragione in questa situazione, nella quale le modalità di esame che dovremo adottare vi responsabilizzano di più – siamo tutti sicuri che vi riconosce. Siete uomini e donne che presto troveranno collocazione nel mondo del lavoro: noi docenti abbiamo cieca fiducia nelle vostre qualità umane e a quelle ci appelliamo.

Tuttavia il rischio che i principi meritocratici vengano inquinati da condotte non consone è

immanente ed è per tale ragione che ciascun docente continuerà, con ancora maggiore rigore, a sorvegliare lo svolgimento delle prove di esame, orali e scritte, agevolato dagli strumenti di analisi inferenziale dei numerosi dati a nostra disposizione e dei software anti-plagio e anti-copiatura (per es. TURNITIN <https://www.unito.it/node/4686>), per evitare che il rispetto del merito sia appannaggio solo di alcuni.

Oltre che moralmente riprovevoli, sono comportamenti anche illeciti che saranno puniti nei modi e con le sanzioni amministrative che il regolamento su Procedimento e sanzioni disciplinari nei confronti degli studenti prevede (https://www.sme.unito.it/sites/u005/files/allegatiparagrafo/20-07-2016/regolamento_sanzioni_disciplinari_scuola_di_management_ed_economia_0.pdf).

PROGRAM

english

Introduction to private law

Sources of the law

Legal systems and legal formants

Rights, interests, relations

Natural persons

Natural persons

Legal persons

Goods, property, real rights

Possession

Contract (general rules)

Special contracts

Torts

Vienna Convention on the selling of movables (Prof. Alberto Gianola)

italiano

Introduzione al diritto privato

Fonti del diritto

Sistemi giuridici e formanti del diritto

Diritti, interessi, relazioni

Persone fisiche

Persone giuridiche

Beni, proprietà, diritti reali

Possesso

Contratto (parte generale)

I principali contratti

Responsabilità extracontrattuale

La Convenzione di Vienna sulla vendita dei beni mobili (Prof. Alberto Gianola)

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=1uvu

Private Law and Behavioural Studies - Integrated course

Private Law and Behavioural Studies - Integrated course

Academic year:	2022/2023
Course ID:	MAN0594
Teacher:	Nadia Coggiola (Lecturer)
Teacher contacts:	nadia.coggiola@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/01 - private law IUS/02 - comparative private law
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written

COURSE OBJECTIVES

italiano

Lo scopo dell'insegnamento è quello di fornire una conoscenza di base degli strumenti che gli studi comportamentali possono fornire nell'elaborazione ed implementazione delle regole di diritto privato. Pertanto, partiremo dall'esame delle principali scoperte delle scienze comportamentali sulla razionalità limitata degli agenti per poi passare ad esaminare come questi meccanismi possono essere applicati al Diritto Privato al fine di massimizzare l'efficienza delle regole giuridiche.

english

The aim of the course is to give a basic knowledge of the tools that Behavioural Studies may give to the elaboration and implementation of Private Law rules. Therefore, we shall start from the examination of the main discoveries of behavioural sciences on the bound rationality of the agents and then we shall move to examine how these mechanisms may be applied to Private law to maximise the efficiency of the legal rules

COURSE AIMS

italiano

Conoscenza dei principi fondamentali sulla razionalità limitata degli agenti elaborati dagli studi comportamentali e capacità di applicarli a casi pratici.

english

Knowledge of the fundamental principles on the bounded rationality of agents elaborated by Behavioural studies and ability to apply them to actual cases.

COURSE DELIVERY

italiano

42 ore di lezione.

Dopo la spiegazione sui principi fondamentali di razionalità limitata degli agenti, si indagheranno dei casi reali e fittizi, con la partecipazione attiva degli studenti.

english

42 lesson hours.

After the explanation of the fundamental principles on bounded rationality of the agents, actual and fictional cases will be investigated, with the active participation of the students

LEARNING ASSESSMENT METHODS

italiano

La valutazione avrà luogo sulla base della attiva partecipazione degli studenti al corso e della presentazione di un elaborato su un caso.

english

The evaluation will be made on the basis of the active participation of the students and on the presentation of a written paper on a case.

SUPPORT ACTIVITIES

italiano

I tutor del corso guideranno gli studenti nella soluzione e presentazione dei casi, e li aiuteranno ad individuare e comprendere gli aspetti di maggiore rilievo della materia

english

The course tutors will lead the students in the solution and presentation of the cases and will help them to find and understand the main issues of the subject

PROGRAM

italiano

Partenalismo Libertario e Spinte gentili

Homo sapiens contro Homo Economicus

Come pensiamo: Sistema Automatico e Sistema Riflessivo

Euristiche e Fallacie

Fallacie comuni: Ancoraggio, Disponibilità, Rappresentatività, Avversione per le perdite, Status Quo

Inquadramento

Resistere alle tentazioni

Seguire il gregge

Quando abbiamo bisogno di una spinta gentile?

Architettura delle scelte

Casi pratici:

- Risparmio
- Investimento
- Mercato del credito
- Salute
- Donazione di organi
- Salvare il pianeta

english

Libertarian paternalism and nudges

Humans vs Econs

How we think: Automatic System and Reflective System

Heuristics and Biases

Common biases: Anchoring, Availability, Representativeness, Loss Aversion, Status Quo, Framing

Resisting Temptation

Following the Herd

When we need a nudge?

Choice Architecture

Practical cases:

- Saving
- Investing
- Credit markets
- Health
- Organ Donations
- Saving the Planet

SUGGESTED TEXTBOOKS AND READINGS

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NOTE

English

PLEASE NOTE

When on the study plan/study load the teaching activity is defined as integrated course, so composed of two modules, on Campusnet both the denomination of the single modules and of the integrated course are indicated.

For detailed information about the syllabi, please refer to the Campusnet pages of the single modules.

Italiano

PRESTARE LA MASSIMA ATTENZIONE

Quando l'insegnamento presente sul piano di studio / carico didattico è indicato come corso integrato, formato da due moduli, in Campusnet sono riportate tanto la denominazione del corso unico, quanto quelle dei singoli moduli.

Per il dettaglio dei programmi su Campusnet, devono essere visualizzati i singoli moduli.

Course modules:

Private Law and Behavioural Studies - Module: Behavioural Studies

Private Law and Behavioural Studies - Module: Private Law

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=07tx

Private Law and Behavioural Studies - Module: Behavioural Studies

Private Law and Behavioural Studies - Module: Behavioural Studies

Academic year:	2022/2023
Course ID:	MAN0594B
Teacher:	Nadia Coggiola (Lecturer)
Teacher contacts:	nadia.coggiola@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	3
Course SSD (disciplinary sector):	IUS/01 - private law
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written

COURSE OBJECTIVES

italiano

Lo scopo dell'insegnamento è quello di fornire una conoscenza di base degli strumenti che gli studi comportamentali possono fornire nell'elaborazione ed implementazione delle regole di diritto privato. Pertanto, partiremo dall'esame delle principali scoperte delle scienze comportamentali sulla razionalità limitata degli agenti per poi passare ad esaminare come questi meccanismi possono essere applicati al Diritto Privato al fine di massimizzare l'efficienza delle regole giuridiche.

english

The aim of the course is to give a basic knowledge of the tools that Behavioural Studies may give to the elaboration and implementation of Private Law rules. Therefore, we shall start from the examination of the main discoveries of behavioural sciences on the bound rationality of the agents and then we shall move to examine how these mechanisms may be applied to Private law to maximise the efficiency of the legal rules

COURSE AIMS

italiano

Conoscenza dei principi fondamentali sulla razionalità limitata degli agenti elaborati dagli studi comportamentali e capacità di applicarli a casi pratici.

english

Knowledge of the fundamental principles on the bound rationality of agents elaborated by Behavioural studies and ability to apply them to actual cases.

COURSE DELIVERY

italiano

21 ore di lezione.

Dopo la spiegazione sui principi fondamentali di razionalità limitata degli agenti, si indagheranno dei casi reali e fittizi, con la partecipazione attiva degli studenti.

english

21 lesson hours.

After the explanation of the fundamental principles on bounded rationality of the agents, actual and fictional cases will be investigated, with the active participation of the students

LEARNING ASSESSMENT METHODS

italiano

La valutazione avrà luogo sulla base della attiva partecipazione degli studenti al corso e della

presentazione di un elaborato su un caso.

english

The evaluation will be made on the basis of the active participation of the students and on the presentation of a written paper on a case.

SUPPORT ACTIVITIES

italiano

I tutor del corso guideranno gli studenti nella soluzione e presentazione dei casi, e li aiuteranno ad individuare e comprendere gli aspetti di maggiore rilievo della materia

english

The course tutors will lead the students in the solution and presentation of the cases and will help them to find and understand the main issues of the subject

PROGRAM

italiano

Partenalismo Libertario e Spinte gentili

Homo sapiens contro Homo Economicus

Come pensiamo: Sistema Automatico e Sistema Riflessivo

Euristiche e Fallacie

Fallacie comuni: Ancoraggio, Disponibilità, Rappresentatività, Avversione per le perdite, Status Quo

Inquadramento

Resistere alle tentazioni

Seguire il gregge

Quando abbiamo bisogno di una spinta gentile?

Architettura delle scelte

english

Libertarian paternalism and nudges

Humans vs Econs

How we think: Automatic System and Reflective System

Heuristics and Biases

Common biases: Anchoring, Availability, Representativeness, Loss Aversion, Status Quo, Framing

Resisting Temptation
Following the Herd
When we need a nudge?
Choice Architecture

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=lem3

Private Law and Behavioural Studies - Module: Private Law

Private Law and Behavioural Studies - Module: Private Law

Academic year:	2022/2023
Course ID:	MAN0594A
Teacher:	Nadia Coggiola (Lecturer)
Teacher contacts:	nadia.coggiola@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	3
Course SSD (disciplinary sector):	IUS/01 - private law
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written

COURSE OBJECTIVES

italiano

Lo scopo dell'insegnamento è quello di fornire una conoscenza di base degli strumenti che gli studi comportamentali possono fornire nell'elaborazione ed implementazione delle regole di diritto privato. Pertanto, partiremo dall'esame delle principali scoperte delle scienze comportamentali sulla razionalità limitata degli agenti per poi passare ad esaminare come questi meccanismi possono essere applicati al Diritto Privato al fine di massimizzare l'efficienza delle regole giuridiche.

english

The aim of the course is to give a basic knowledge of the tools that Behavioural Studies may give to the elaboration and implementation of Private Law rules. Therefore, we shall start from the examination of the main discoveries of behavioural sciences on the bound rationality of the agents and then we shall move to examine how these mechanisms may be applied to Private law to maximise the efficiency of the legal rules

COURSE AIMS

italiano

Conoscenza dei principi fondamentali sulla razionalità limitata degli agenti elaborati dagli studi comportamentali e capacità di applicarli a casi pratici.

english

Knowledge of the fundamental principles on the bound rationality of agents elaborated by

Behavioural studies and ability to apply them to actual cases.

COURSE DELIVERY

italiano

21 ore di lezione.

Dopo la spiegazione sui principi fondamentali di razionalità limitata degli agenti, si indagheranno dei casi reali e fittizi, con la partecipazione attiva degli studenti.

english

21 lesson hours.

After the explanation of the fundamental principles on bounded rationality of the agents, actual and fictional cases will be investigated, with the active participation of the students

LEARNING ASSESSMENT METHODS

italiano

La valutazione avrà luogo sulla base della attiva partecipazione degli studenti al corso e della presentazione di un elaborato su un caso.

english

The evaluation will be made on the basis of the active participation of the students and on the presentation of a written paper on a case.

SUPPORT ACTIVITIES

italiano

I tutor del corso guideranno gli studenti nella soluzione e presentazione dei casi, e li aiuteranno ad individuare e comprendere gli aspetti di maggiore rilievo della materia

english

The course tutors will lead the students in the solution and presentation of the cases and will help them to find and understand the main issues of the subject

PROGRAM

italiano

Casi pratici:

- Risparmio
- Investimento
- Mercato del credito
- Salute
- Donazione di organi
- Salvare il pianeta

english

Practical cases:

- Saving
- Investing
- Credit markets
- Health
- Organ Donations
- Saving the Planet

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=o7bw

Private Law and Behavioural Studies - Module: Behavioural Studies

Private Law and Behavioural Studies - Module: Behavioural Studies

Academic year:	2022/2023
Course ID:	MAN0594B
Teacher:	Nadia Coggiola (Lecturer)
Teacher contacts:	nadia.coggiola@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	3
Course SSD (disciplinary sector):	IUS/01 - private law
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written

COURSE OBJECTIVES

italiano

Lo scopo dell'insegnamento è quello di fornire una conoscenza di base degli strumenti che gli studi comportamentali possono fornire nell'elaborazione ed implementazione delle regole di diritto privato. Pertanto, partiremo dall'esame delle principali scoperte delle scienze comportamentali sulla razionalità limitata degli agenti per poi passare ad esaminare come questi meccanismi possono essere applicati al Diritto Privato al fine di massimizzare l'efficienza delle regole giuridiche.

english

The aim of the course is to give a basic knowledge of the tools that Behavioural Studies may give to the elaboration and implementation of Private Law rules. Therefore, we shall start from the examination of the main discoveries of behavioural sciences on the bound rationality of the agents and then we shall move to examine how these mechanisms may be applied to Private law to maximise the efficiency of the legal rules

COURSE AIMS

italiano

Conoscenza dei principi fondamentali sulla razionalità limitata degli agenti elaborati dagli studi comportamentali e capacità di applicarli a casi pratici.

english

Knowledge of the fundamental principles on the bounded rationality of agents elaborated by Behavioural studies and ability to apply them to actual cases.

COURSE DELIVERY

italiano

21 ore di lezione.

Dopo la spiegazione sui principi fondamentali di razionalità limitata degli agenti, si indagheranno dei casi reali e fittizi, con la partecipazione attiva degli studenti.

english

21 lesson hours.

After the explanation of the fundamental principles on bounded rationality of the agents, actual and fictional cases will be investigated, with the active participation of the students

LEARNING ASSESSMENT METHODS

italiano

La valutazione avrà luogo sulla base della attiva partecipazione degli studenti al corso e della presentazione di un elaborato su un caso.

english

The evaluation will be made on the basis of the active participation of the students and on the presentation of a written paper on a case.

SUPPORT ACTIVITIES

italiano

I tutor del corso guideranno gli studenti nella soluzione e presentazione dei casi, e li aiuteranno ad individuare e comprendere gli aspetti di maggiore rilievo della materia

english

The course tutors will lead the students in the solution and presentation of the cases and will help them to find and understand the main issues of the subject

PROGRAM

italiano

Partenalismo Libertario e Spinte gentili
Homo sapiens contro Homo Economicus
Come pensiamo: Sistema Automatico e Sistema Riflessivo
Euristiche e Fallacie
Fallacie comuni: Ancoraggio, Disponibilità, Rappresentatività, Avversione per le perdite, Status Quo
Inquadramento
Resistere alle tentazioni
Seguire il gregge
Quando abbiamo bisogno di una spinta gentile?
Architettura delle scelte

english

Libertarian paternalism and nudges
Humans vs Econs
How we think: Automatic System and Reflective System
Heuristics and Biases
Common biases: Anchoring, Availability, Representativeness, Loss Aversion, Status Quo, Framing
Resisting Temptation
Following the Herd
When we need a nudge?
Choice Architecture

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=lem3

Private Law and Behavioural Studies - Module: Private Law

Private Law and Behavioural Studies - Module: Private Law

Academic year:	2022/2023
Course ID:	MAN0594A
Teacher:	Nadia Coggiola (Lecturer)
Teacher contacts:	nadia.coggiola@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	3
Course SSD (disciplinary sector):	IUS/O1 - private law
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written

COURSE OBJECTIVES

italiano

Lo scopo dell'insegnamento è quello di fornire una conoscenza di base degli strumenti che gli studi comportamentali possono fornire nell'elaborazione ed implementazione delle regole di diritto privato. Pertanto, partiremo dall'esame delle principali scoperte delle scienze comportamentali sulla razionalità limitata degli agenti per poi passare ad esaminare come questi meccanismi possono essere applicati al Diritto Privato al fine di massimizzare l'efficienza delle regole giuridiche.

english

The aim of the course is to give a basic knowledge of the tools that Behavioural Studies may give to the elaboration and implementation of Private Law rules. Therefore, we shall start from the examination of the main discoveries of behavioural sciences on the bound rationality of the agents and then we shall move to examine how these mechanisms may be applied to Private law to maximise the efficiency of the legal rules

COURSE AIMS

italiano

Conoscenza dei principi fondamentali sulla razionalità limitata degli agenti elaborati dagli studi comportamentali e capacità di applicarli a casi pratici.

english

Knowledge of the fundamental principles on the bound rationality of agents elaborated by

Behavioural studies and ability to apply them to actual cases.

COURSE DELIVERY

italiano

21 ore di lezione.

Dopo la spiegazione sui principi fondamentali di razionalità limitata degli agenti, si indagheranno dei casi reali e fittizi, con la partecipazione attiva degli studenti.

english

21 lesson hours.

After the explanation of the fundamental principles on bounded rationality of the agents, actual and fictional cases will be investigated, with the active participation of the students

LEARNING ASSESSMENT METHODS

italiano

La valutazione avrà luogo sulla base della attiva partecipazione degli studenti al corso e della presentazione di un elaborato su un caso.

english

The evaluation will be made on the basis of the active participation of the students and on the presentation of a written paper on a case.

SUPPORT ACTIVITIES

italiano

I tutor del corso guideranno gli studenti nella soluzione e presentazione dei casi, e li aiuteranno ad individuare e comprendere gli aspetti di maggiore rilievo della materia

english

The course tutors will lead the students in the solution and presentation of the cases and will help them to find and understand the main issues of the subject

PROGRAM

italiano

Casi pratici:

- Risparmio
- Investimento
- Mercato del credito
- Salute
- Donazione di organi
- Salvare il pianeta

english

Practical cases:

- Saving
- Investing
- Credit markets
- Health
- Organ Donations
- Saving the Planet

SUGGESTED TEXTBOOKS AND READINGS

.

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=o7bw

Public Law for Economics (on-line)

Public Law for Economics (on-line)

Academic year:	2022/2023
Course ID:	MAN0550
Teacher:	Gabriella Margherita Racca (Lecturer)
Teacher contacts:	011.6706124, racca.dirittopubblico@unito.it
Year:	1st year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/05 - economics Law
Delivery:	E-learning
Language:	English
Attendance:	Online
Type of examination:	Written

COURSE OBJECTIVES

italiano

Il presente insegnamento si propone di far apprendere agli studenti il funzionamento del sistema italiano approfondendo l'esame delle sue istituzioni e con una particolare attenzione all'analisi delle fonti del diritto nazionali e alla tutela dei diritti e delle libertà

Un'attenzione particolare verrà poi prestata anche all'ordinamento giuridico sovranazionale (in particolare al diritto dell'Unione Europea), internazionale e sovrastatale, anche al fine di poter comprendere le dinamiche delle vicende politico-costituzionali del nostro Paese, nonché i più recenti sviluppi del diritto pubblico al di là delle frontiere dello Stato nazionale, in una prospettiva anche comparata.

Una parte del corso del corso sarà dedicata alla disamina dei concetti introduttivi del rapporto diritto pubblico ed economia

english

This course aims to teach students how the Italian system works by examining its institutions in depth and paying particular attention to the analysis of national law sources and the protection of rights and freedoms

Particular attention will also be paid to the supranational legal order (in particular to the law of the European Union), international and supra-sovereign, also in order to be able to understand the dynamics of the political and constitutional vicissitudes of our country, as well as the most recent developments of public law beyond the frontiers of the nation state, even from a comparative perspective.

A part of the course will be dedicated to the introductory concepts of the relationship between public law and economics

COURSE AIMS

italiano

Gli studenti devono dare piena prova di conoscere il sistema giuridico italiano, con particolare riferimento alla forma di governo italiana, alle fonti del diritto nazionali e alle situazioni giuridiche soggettive contemplate nella nostra Costituzione, oltre a dimostrare di conoscere le nozioni base del diritto del Unione europea

english

Students must fully demonstrate their knowledge of the Italian legal system, with particular reference to the form of Italian government, the sources of national law and the subjective legal situations contemplated in our Constitution, as well as demonstrating knowledge of the basic notions of European Union law.

COURSE DELIVERY

italiano

Lezioni frontali

english

Lectures

LEARNING ASSESSMENT METHODS

italiano

Esame scritto a risposta multipla

english

Written multiple choice exam

PROGRAM

italiano

Il presente insegnamento si propone di trasmettere agli studenti le nozioni base del diritto pubblico e di far conoscere loro il funzionamento delle istituzioni statali italiane, con qualche accenno anche

agli organismi di diritto europeo e con un approccio che permetta anche il confronto con altri ordinamenti per quanto riguarda la forma di governo, il complesso equilibrio istituzionale e la tutela dei diritti.

Una particolare attenzione verrà prestata all'approfondimento delle fonti del diritto nazionale ed europeo.

english

The present teaching aims to convey to students the basic notions of public law and to make them aware of the functioning of Italian state institutions, with some reference also to European law bodies and with an approach that also allows comparison with other legal systems as far as it concerns the form of government, the complex institutional balance and the protection of rights.

Particular attention will be paid to deepening the sources of national and European law.

SUGGESTED TEXTBOOKS AND READINGS

italiano

Il materiale necessario alla preparazione dell'esame sarà indicato a lezione

english

The material necessary for exam preparation will be indicated in class

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=tifj

Public Law for Economics - Stream A

Public Law for Economics - Stream A

Academic year:	2022/2023
Course ID:	MAN0520
Teacher:	Claudia Sartoretti (Lecturer)
Teacher contacts:	0116706045, claudia.sartoretti@unito.it
Year:	1st year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/05 - economics Law
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

This course aims to teach students the main concepts of public law (constitution, rule of law, separation of powers, sources of law, forms of state and government ...), applied in particular to the Italian system.

Particular attention will also be paid to the supranational legal order (in particular to the law of the European Union), international and supra-sovereign, also in order to be able to understand the dynamics of the political and constitutional vicissitudes of our country, as well as the most recent developments of public law beyond the frontiers of the nation state, even from a comparative perspective.

A part of the course will be dedicated to the introductory concepts of the relationship between public law and economics

COURSE AIMS

Students must fully demonstrate their knowledge of the notions of public law introduced during the course, also with regard to the discipline of economic factors, i.e. the regulation of economic initiative and the exercise of economic activity, with particular attention to the constitutional system Italian and belonging to our country to the European Union

COURSE DELIVERY

Lectures

LEARNING ASSESSMENT METHODS

The exam is evaluated with a mark expressed in /30.

The final exam is composed by a written test.

The written exam (multiple choice test) must be completed in 30 minutes. The exam is passed with at least 9 out of 15 correct answers.

Evaluation Parameters. The knowledge and the skills will be verified through a written pre-selective multiple choice followed by an oral interview. The student will successfully complete the class by demonstrating adequate presentation skills, a proper use of the specific terminology and by showing familiarity with the legal institutes.

PROGRAM

The present teaching aims to convey to students the basic notions of public law and to introduce them to the specific functioning of Italian State institutions, with some reference also to European law bodies and with an approach that also allows comparison with other legal systems as far as it concerns the form of government, the complex institutional balance and the protection of rights.

Particular attention will then be paid to the regulation of economic factors

SUGGESTED TEXTBOOKS AND READINGS

The material necessary for exam preparation will be indicated in class

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=i4gd

Public Law for Economics - Stream B

Public Law for Economics - Stream B

Academic year:	2022/2023
Course ID:	MAN0520
Teacher:	Margherita Poto (Lecturer) Peter Jonathan Leyland (Lecturer)
Teacher contacts:	margherita.poto@unito.it
Year:	1st year
Type:	Distinctive
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/05 - economics Law
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

italiano

Il presente insegnamento si propone di far apprendere agli studenti il funzionamento del sistema italiano approfondendo l'esame delle sue istituzioni e con una particolare attenzione all'analisi delle fonti del diritto nazionali e alla tutela dei diritti e delle libertà

Un'attenzione particolare verrà poi prestata anche all'ordinamento giuridico sovranazionale (in particolare al diritto dell'Unione Europea), internazionale e sovranazionale, anche al fine di poter comprendere le dinamiche delle vicende politico-costituzionali del nostro Paese, nonché i più recenti sviluppi del diritto pubblico al di là delle frontiere dello Stato nazionale, in una prospettiva anche comparata.

Una parte del corso del corso sarà dedicata alla disamina dei concetti introduttivi del rapporto diritto pubblico ed economia

english

This course aims to teach students how the Italian system works by examining its institutions in depth and paying particular attention to the analysis of national law sources and the protection of rights and freedoms

Particular attention will also be paid to the supranational legal order (in particular to the law of the European Union), international and supra-sovereign, also in order to be able to understand the dynamics of the political and constitutional vicissitudes of our country, as well as the most recent developments of public law beyond the frontiers of the nation state, even from a comparative

perspective.

A part of the course will be dedicated to the introductory concepts of the relationship between public law and economics

COURSE AIMS

italiano

Gli studenti devono dare piena prova di conoscere il sistema giuridico italiano, con particolare riferimento alla forma di governo italiana, alle fonti del diritto nazionali e alle situazioni giuridiche soggettive contemplate nella nostra Costituzione, oltre a dimostrare di conoscere le nozioni base del diritto del Unione europea

english

Students must fully demonstrate their knowledge of the Italian legal system, with particular reference to the form of Italian government, the sources of national law and the subjective legal situations contemplated in our Constitution, as well as demonstrating knowledge of the basic notions of European Union law

COURSE DELIVERY

italiano

Lezioni frontali

english

Lectures

LEARNING ASSESSMENT METHODS

italiano

Fino a quando non sarà consentito tornare ad erogare gli esami in modalità tradizionale a causa dell'emergenza Covid-19, l'esame consisterà in un paper scritto su uno degli argomenti proposti dal docente e da un esame orale (facoltativo) sull'intera materia trattata a lezione .

english

Until it is not allowed to return to the exams in the traditional way because of the Covid-19

emergency, the exam will consist of a written paper on one of the topics proposed by the teacher and an optional oral exam on the entire subject covered in class.

PROGRAM

italiano

Il presente insegnamento si propone di trasmettere agli studenti le nozioni base del diritto pubblico e di far conoscere loro il funzionamento delle istituzioni statali italiane, con qualche accenno anche agli organismi di diritto europeo e con un approccio che permetta anche il confronto con altri ordinamenti per quanto riguarda la forma di governo, il complesso equilibrio istituzionale e la tutela dei diritti.

english

The present teaching aims to convey to students the basic notions of public law and to make them aware of the functioning of Italian state institutions, with some reference also to European law bodies and with an approach that also allows comparison with other legal systems as far as it concerns the form of government, the complex institutional balance and the protection of rights.

Particular attention will be paid to deepening the sources of national and European law.

SUGGESTED TEXTBOOKS AND READINGS

italiano

Il materiale necessario alla preparazione dell'esame sarà indicato a lezione

english

The material necessary for exam preparation will be indicated in class

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=unf2

Public Management and Public Economics - Stream A

Public Management and Public Economics A

Academic year:	2022/2023
Course ID:	MAN0514
Teacher:	Valerio Brescia (Lecturer) Francesco Figari (Lecturer) Justyna Anna Fijalkowska (Lecturer)
Teacher contacts:	n/d, valerio.brescia@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

The Public Management and Public Economics course aims at providing the core theoretical basics of Public Management and Economics of Public Sector and focuses on actual experiences from present day business reality. The course aims at increasing students' knowledge and critical thinking skills concerning contemporary (International - and - domestic) issues on Public Management and Economics.

The first module - Public Management - provides for the acquisition of cognitive skills capable of orienting students in the public sector and allowing the understanding of financial, economic and public reporting aspects. The management and management tools allow a basic knowledge for the decision-making process. The course of study guarantees skills in terms of communication and ability to work in a team. Furthermore, the goal is to rework the theories and techniques by applying them to practical cases.

Students will acquire practical skills in public policy analysis, definition of social reporting, performance evaluation, efficiency, and equity of public services. The course deals with national and international dynamics and approaches.

The second module -- Public Economics -- deals with the role of public sector in modern economies, focusing on market failures, including public good provision, externalities, and asymmetric information. The course will provide students with a basic knowledge of standard public economic theory and empirical public economics focusing on the role and size of the public sector and the fundamental concepts of welfare economics dealing with the trade-off between equity and efficiency and its quantitative evaluation.

COURSE AIMS

The course provides the students with the tools, and the skills to use these tools, to be informed consumers of public finance data and to engage constructively in the formulation and evaluation of public economics issues. Moreover the course provides communication and leadership skills essential for the present management roles.

COURSE DELIVERY

The course is delivered by formal lectures promoting an active participation of the students. Teaching material and slides will be available. Formal lectures will be complemented by practical exercises and confrontation in the plenary. The activities also include the analysis of case studies and elaborations that will be carried out in classroom. The duration of the course is divided proportionally between the Public Management module and the Public Economics module. The courses are held in the classroom; for pandemic reasons, the lessons will also be provided remotely on Webex with the means and methods made available by the School and the University of Turin.

The course foresees the delivery of didactic material in the classroom and available slides.

LEARNING ASSESSMENT METHODS

The final mark will be the average of the evaluations of the two modules.

The exam of the Public Management module consists in a written report activity and a group work that must be exposed in the classroom. If the student does not intend to carry out group work, the mark can be replaced with a written test consisting of three open questions.

The exam of the Public Economics module consists in written exam, half with multiple choice answers and half with open questions.

SUPPORT ACTIVITIES

The Public Economics module provides a tutor who will support students with classroom exercises.

PROGRAM

The course is divided into two modules (Public Management and Public Economics) as follows:

Part I: Public Management

Lecturer: Valerio Brescia

Introduction to Public Sector
New public Management and New Public Governance

Public Financial Management
Smart cities
IPSAS
Budgeting
Consolidation in the Public Sector
Popular Financial Reporting
Public Performance

Lecturer :

Intangibles and Intellectual Capital
Corporate Social Responsibility concept in private and public institutions
Sustainability reporting and integrated reporting
Balanced Scorecard

Part II: Public Economics

Lecturer:

Defining public sector responsibilities, S&R 1
Measuring public sector size, S&R 2
Fiscal deficits and government debt, S&R 28
Market efficiency, S&R 3
Market failure, S&R 4
Public goods and publicly provided private goods, S&R 5
Externalities and the environment, S&R 6
Evaluating public expenditure, S&R 11
Efficiency and equity, S&R 7

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=9d67

Public Management and Public Economics - Stream B

Public Management and Public Economics B

Academic year:	2022/2023
Course ID:	MAN0514
Teacher:	Valerio Brescia (Lecturer) Francesco Figari (Lecturer) Justyna Anna Fijalkowska (Lecturer)
Teacher contacts:	n/d, valerio.brescia@unito.it
Year:	3rd year
Type:	Elective
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

The Public Management and Public Economics course aims at providing the core theoretical basics of Public Management and Economics of Public Sector and focuses on actual experiences from present day business reality. The course aims at increasing students' knowledge and critical thinking skills concerning contemporary (International - and - domestic) issues on Public Management and Economics.

The first module - Public Management - provides for the acquisition of cognitive skills capable of orienting students in the public sector and allowing the understanding of financial, economic and public reporting aspects. The management and management tools allow a basic knowledge for the decision-making process. The course of study guarantees skills in terms of communication and ability to work in a team. Furthermore, the goal is to rework the theories and techniques by applying them to practical cases.

Students will acquire practical skills in public policy analysis, definition of social reporting, performance evaluation, efficiency, and equity of public services. The course deals with national and international dynamics and approaches.

The second module -- Public Economics -- deals with the role of public sector in modern economies, focusing on market failures, including public good provision, externalities, and asymmetric information. The course will provide students with a basic knowledge of standard public economic theory and empirical public economics focusing on the role and size of the public sector and the

fundamental concepts of welfare economics dealing with the trade-off between equity and efficiency and its quantitative evaluation.

COURSE AIMS

The course provides the students with the tools, and the skills to use these tools, to be informed consumers of public finance data and to engage constructively in the formulation and evaluation of public economics issues. Moreover the course provides communication and leadership skills essential for the present management roles.

COURSE DELIVERY

The course is delivered by formal lectures promoting an active participation of the students. Teaching material and slides will be available. Formal lectures will be complemented by practical exercises and confrontation in the plenary. The activities also include the analysis of case studies and elaborations that will be carried out in classroom. The duration of the course is divided proportionally between the Public Management module and the Public Economics module. The courses are held in the classroom; for pandemic reasons, the lessons will also be provided remotely on Webex with the means and methods made available by the School and the University of Turin.

The course foresees the delivery of didactic material in the classroom and available slides.

LEARNING ASSESSMENT METHODS

The final mark will be the average of the evaluations of the two modules.

The exam of the Public Management module consists in a written report activity and a group work that must be exposed in the classroom. If the student does not intend to carry out group work, the mark can be replaced with a written test consisting of three open questions.

The exam of the Public Economics module consists in written exam, half with multiple choice answers and half with open questions.

SUPPORT ACTIVITIES

The Public Economics module provides a tutor who will support students with classroom exercises.

PROGRAM

The course is divided into two modules (Public Management and Public Economics) as follows:

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Lecturer: Valerio Brescia

Introduction to Public Sector
New public Management and New Public Governance
Public Financial Management
Smart cities
IPSAS
Budgeting
Consolidation in the Public Sector
Popular Financial Reporting
Public Performance

Lecturer :

Intangibles and Intellectual Capital
Corporate Social Responsibility concept in private and public institutions
Sustainability reporting and integrated reporting
Balanced Scorecard

Part II: Public Economics

Lecturer:

Defining public sector responsibilities, S&R 1
Measuring public sector size, S&R 2
Fiscal deficits and government debt, S&R 28
Market efficiency, S&R 3
Market failure, S&R 4
Public goods and publicly provided private goods, S&R 5
Externalities and the environment, S&R 6
Evaluating public expenditure, S&R 11
Efficiency and equity, S&R 7

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=qeeh

Spanish Language

Spanish Language

Academic year:	2022/2023
Course ID:	MAN0287
Teacher:	Patricia Concepcion Gamez (Lecturer)
Teacher contacts:	patriciaconcepcion.gamez@unito.it
Year:	1st year 2nd year 3rd year
Type:	Elective
Credits/recognition:	6
Course SSD (disciplinary sector):	L-LIN/07 - language and translation - spanish
Delivery:	Formal authority
Language:	Spanish
Attendance:	Obligatory
Type of examination:	Written and oral

COURSE OBJECTIVES

English

A general linguistic competence and a more specific one from the world of work and the economy. The student will be able to interact in daily situations, developing the four basic active and passive skills:

- Listening comprehension (reading and sufficient reception of phonology)
- oral production (reproduction and communicative interaction)
- written comprehension (interpretation of texts)
- written production (ability to reproduce basic structures equivalent to different communication functions).

Italiano

È una mira molto lontana da una competenza linguistica generale e una più specifica dal mondo del lavoro e dall'economia. Lo studente sarà in grado di interagire in situazioni quotidiane, sviluppando le quattro abilità di base attiva e passiva:

- comprensione orale (lettura e sufficiente captazione della fonologia)
- produzione orale (capacità di riproduzione e interazione comunicativa)
- comprensione scritta (interpretazione di testi)
- produzione scritta (capacità di riprodurre strutture di base equivalenti alle diverse funzioni comunicative).

COURSE AIMS

English

The student is able to express himself in a more structured way on the daily and on the world of work; he writes short articulated texts with the use of connectors; he is able to understand and interact in more complex discourses also in more sectoral field; includes texts of medium complexity

with issues related to the economy; can produce specific documents (letters and CV).

Italiano

Lo studente è in grado di esprimersi in modo più strutturato sul quotidiano e sul mondo del lavoro; scrive brevi testi articolati con l'uso di connettori; è in grado di comprendere e interagire in discorsi più complessi anche in ambito più settoriale; comprende testi di media complessità con tematiche relative all'economia; può produrre documenti specifici (lettere e CV).

COURSE DELIVERY

English

Lessons lasting 42 hours in total (6 CFU) that take place in the classroom as frontal lessons with the help of projections or exercises that participate in the students to carry out written papers that are then corrected and commented by the teacher.

Videos will be used to improve listening skills.

Lessons are in Spanish.

Italiano

Lezioni della durata di 42 ore complessive (6 CFU) che si svolgono in aula come lezioni frontali con l'ausilio di proiezioni o esercitazioni che partecipano agli studenti di svolgere elaborati scritti che vengono poi corretti e commentati dalla docente.

Verranno utilizzati video per migliorare le capacità di ascolto.

Le lezioni si svolgono in lingua spagnola.

LEARNING ASSESSMENT METHODS

English

The written test includes exercises of morphosyntax to be completed, a short written production on track related to the world of business and the drafting of a company; translation from Italian to Spanish, with micro-language vocabulary.

The oral exam consists in the discussion of a topic selected by the student (2 articles economic - commercial)

The final result is given by the average of the two tests.

Grammar: 10 points

Text and email: 10 points

Translation: 10 points

Italiano

Emergenza coronavirus

L'appello scritto/orale di Spagnolo si svolgerà online su webex. La docente darà indicazioni per il collegamento e sugli argomenti dell'esame.

The written/oral exam of Spanish will be held online on webex. The teacher will give guidance for the connection and on the topics of the exam.

La prova scritta prevede esercizi di morfosintassi da completare, una breve produzione scritta su traccia relativa al mondo delle imprese e alla redazione di un'azienda; traduzione dall'italiano allo spagnolo, con lessico di microlingua.

La prova orale consiste nella discussione di una tematica selezionata dalla studente (2 articoli economico - commerciale)

Il risultato finale è dato dalla media delle due prove.

Grammatica: 10 punti

Redazione testo ed email: 10 punti

Traduzione: 10 punti

PROGRAM

English

The program of the Spanish Language course consists of a series of classroom lessons for learning the language. This method is based on innovative cognitive teaching tools, whose strong point is the active role that the student has in the learning process (These are also benchmarks provided for by the Common Framework of the Council of Europe (Common European Framework of Reference for Languages) and take into account the structuring of the European language portfolio.

Program

-Review: grammar and basic léxico

- Comparativos y superlativos Imperative of 2nd pers. (reg. e irreg.)
- Imperative + pronombres. Interrogativos

- Dar y recibir instrucciones.
- Pedir y expresar opinión. Las tiendas.
- Indefinido (reg.). Por / para.

- Indefinido (irreg.). Hablar del pasado.
- Marcadore temporales.

- Perífrasis of the infinitive.
- Future. Marcadores temporales.
- Condicional.
- Presente de subjuntivo (reg). Imper. formal
- Presente de subjuntivo (irr.). La Empresa.
- Commercial letter: theory and practice.

- El informe. Escribir un informe según los objetivos.
- La negociación. Hacer un pedido.

- El correo electrónico
- Española Economy: special benefit.

- Include a commercial and economic text

Italiano

Il programma svolto durante il corso di Lingua Spagnola si articola in una serie di lezioni in aula per l'apprendimento della lingua. Tale metodo si basa su strumenti innovativi di didattica cognitiva, il cui punto di forza è il ruolo attivo che ha lo studente nel processo di apprendimento (Si tratta inoltre di parametri di riferimento previsti dal Quadro Comune del Consiglio d'Europa (Quadro comune europeo di riferimento per le lingue) e tiene in considerazione la strutturazione del portafoglio europeo delle lingue .

Programma

- Repaso: grammatika e léxico de base

- Comparativos y superlativos Imperativo di 2ª pers. (reg. e irreg.)
- Imperativo + pronombres. Interrogativos

- Dar y recibir instrucciones.
- Pedir y expresar the opinión. Las tiendas.
- Indefinido (reg.). Por / para.

- Indefinido (irreg.). Hablar del pasado.
- Marcadore temporales. La biografía

- Perífrasis del infinitivo.

- Futuro. Marcadores temporales.
 - Condicional.
 - Discorsi di Ordenar: piani e proiezioni.
 - Presente de subjuntivo (reg). Imper. formale.
 - Presente de subjuntivo (irr.). La Empresa.
 - La carta commerciale: teoria e pratica.
-
- El informe. Escribir un informe según los objetivos.
 - La negociación. Hacer un pedido.
-
- El correo electrónico
 - Economía española: glosario específico.
-
- Comprendere un testo commerciale ed economico

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=d0ea

Statistics for Business - Stream A

Statistics for Business - Stream A

Academic year:	2022/2023
Course ID:	MAN0261
Teacher:	Ilaria Stura (Lecturer)
Teacher contacts:	ilaria.stura@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-S/01 - statisticsm
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

The course aim is twofold: on the one hand to provide students with the statistical tools deemed indispensable in the toolbox of a graduate in economic and business subjects. On the other hand, the course aims at providing students with the skills needed for modeling the world around us, skills that are necessary for the quantitative analysis of economic and social phenomena and for the development of suitable instruments for taking decisions under uncertainty. To highlight the applicability of the concepts and methodologies introduced, the presentation of the different topics is motivated by real situations and phenomena.

italian

L'insegnamento si propone essenzialmente due obiettivi: da una parte fornire allo studente gli strumenti statistici ritenuti indispensabili nella preparazione di un laureato in materie economico-aziendali e utili ai fini dello svolgimento del lavoro finale e della tesi di laurea. Dall'altra parte, il corso mira a favorire nello studente la formazione di una capacità di modellizzazione della realtà, necessaria per l'analisi quantitativa di fenomeni economici e sociali e la conseguente predisposizione di strumenti idonei per l'assunzione di decisioni in condizioni di incertezza. La presentazione degli argomenti è motivata da situazioni e fenomeni reali, in modo da porre in evidenza l'applicabilità dei concetti e delle metodologie introdotte.

COURSE AIMS

english

KNOWLEDGE AND UNDERSTANDING

At the end of the course, the student will be able to:

Understand the different nature of the data.

Distinguish descriptive analysis techniques from inferential ones and be able to identify the most appropriate one for the problem at hand.

Recognize and correctly interpret the results of simple statistical analyses applied to business or economic contexts.

APPLYING KNOWLEDGE AND UNDERSTANDING

At the end of the course, the student will be able to:

Appropriately summarize a set of data.

Estimate and verify hypotheses on unknown parameters of a population starting from sample data.

Perform analyses to study the relationships between different variables of interest.

MAKING JUDGEMENTS

Learning the statistical concepts that are fundamental for working autonomously in searching, selecting and elaborating corporate data and for using official statistics data sources.

COMMUNICATION SKILLS

Learning of basic statistical terminology and techniques that are needed for appropriately communicating and discussing the results of the analyses performed as well as company reports.

Italiano

CONOSCENZA E CAPACITÀ DI COMPrensIONE

Al termine dell'insegnamento, lo studente sarà in grado di:

Comprendere la diversa natura dei dati.

Distinguere le tecniche di analisi descrittiva da quelle inferenziali ed essere in grado di identificare quella più appropriata per il problema oggetto di studio.

Riconoscere e interpretare correttamente i risultati di semplici statistiche applicate a contesti economico-aziendali.

CONOSCENZA E CAPACITÀ DI COMPrensIONE APPLICATE

Al termine dell'insegnamento, lo studente sarà in grado di:

Sintetizzare in modo appropriato un insieme di dati.

Stimare e verificare ipotesi su parametri non noti di una popolazione a partire da dati campionari.

Effettuare analisi volte a studiare le relazioni fra diverse variabili di interesse.

AUTONOMIA DI GIUDIZIO

Apprendimento delle nozioni logiche e statistiche indispensabili per lavorare autonomamente

nella ricerca, selezione ed elaborazione dei dati aziendali e nell'utilizzo di fonti statistiche ufficiali.

ABILITÀ COMUNICATIVE

Apprendimento della terminologia e delle tecniche statistiche di base, indispensabili per comunicare o discutere in modo appropriato risultati delle analisi condotte o di report aziendali.

COURSE DELIVERY

english

Standard frontal lectures.

Topics 1, 2 and 3a will be taught by Prof. Longhi.

Topic 3b will be taught by Prof. Sella.

Topics 3c and 4 will be taught by Prof. Venturini.

Practical sessions (tutors)

The teaching-learning activity of this course, in addition to traditional lectures, includes practical sessions in which numerous exercises will be carried to prepare students for the exam.

italiano

Lezioni frontali

Gli argomenti 1, 2 e 3a saranno insegnati dalla Prof.ssa Longhi.

L'argomento 3b sarà insegnati dalla Prof.ssa Sella.

Gli argomenti 3c e 4 saranno insegnati dal Prof. Venturini.

Esercitazioni (tutor)

L'attività di insegnamento-apprendimento di questo corso, oltre alle tradizionali lezioni frontali, prevede esercitazioni in cui saranno svolti insieme agli studenti numerosi esercizi in preparazione alle prove di esame.

LEARNING ASSESSMENT METHODS

english

The exam, carried out in a traditional way (paper and pen), allows to obtain a maximum grade of 31/30. The text of the exam may include both practical exercises and theoretical questions (i.e., definitions) in two different forms: 1) multiple choice questions or 2) open questions.

The exam will be considered passed if the final grade is greater than or equal to 18/30. A final score of 31/30 is equivalent to a grade of 30 with honors (30 e lode).

The exam can be taken in all the exam sessions starting from May onwards and will cover all the material presented during the course.

Students get the grade through the standard institutional channels. After 5 days from the

communication, the exam grade is considered accepted and will be officially registered. Otherwise, within the same term the student must explicitly express his intention to refuse the grade following the procedures established by the University.

For each test, together with the grade achieved, a single date will be communicated to review the test itself.

Both methods aim to verify through appropriate questions:

- The ability to identify the correct methodology to solve a given problem.
- Understanding the logic underlying a given procedure.
- The ability to calculate specific statistical indicators.

italiano

L'esame, svolto in modo tradizionale (carta e penna), consente di ottenere un punteggio massimo di 31/30. Il testo dell'esame potrà contenere sia esercizi pratici sia domande teoriche (ovvero definizioni) secondo due possibili modalità: 1) domande a risposta multipla o 2) domande con risposta aperta.

L'esame si riterrà superato se il voto finale sarà maggiore o uguale a 18/30. Un punteggio finale di 31/30 equivale ad un voto di 30 e lode.

L'esame potrà essere sostenuto in tutti gli appelli a partire da maggio in poi e riguarderà tutto il materiale presentato durante il corso.

Gli studenti apprendono il relativo voto tramite i canali istituzionali. Trascorsi 5 giorni dalla comunicazione, il voto dell'esame si intende accettato e sarà registrato d'ufficio. In caso contrario, entro lo stesso termine lo studente dovrà esplicitamente manifestare la propria intenzione di rifiutare il voto attraverso le procedure stabilite dall'Ateneo.

Per ciascuna prova verrà comunicata, insieme al voto conseguito, un'unica data per prendere visione del compito.

Entrambe le modalità mirano a verificare tramite opportune domande:

- La capacità di identificare la metodologia corretta per risolvere un dato problema.
- La comprensione della logica sottostante una determinata procedura.
- La capacità di calcolare specifici indicatori statistici.

PROGRAM

english

The course is composed of the following topics:

- Elements of descriptive statistics (Chapters 1 and 2)
 - Statistical units and variables. Population and sample.
 - Analysis and representation of data through tables and graphs. Frequency distributions.

Indexes of central and non-central position, indexes of variability.

Relations between two variables. Contingency tables and stacked bar charts, scatterplots, linear correlation.

- Introduction to probability (Chapters 3 through 5)
Axioms of probability and elementary rules.
Discrete and continuous random variables. Probability distributions. Expected value and variance.
Bernoulli and binomial distribution. Other discrete probability models.
Gaussian distribution. Standardization.
Statistical tables. Other remarkable continuous probability models.
Independent random variables and central limit theorem.
- Basics of statistical inference (Sections 6.1-6.3, 7.1-7.3, 8.1-8.2, 9.1-9.3, 10.1-10.2)
Sample variability. The concept of sampling distribution.
Point and interval estimation for some notable cases.
Introduction to hypothesis testing and presentation of some remarkable cases. P-value of a test.
- The linear regression model (Chapter 11 and Sections 12.1-12.4)
italiano

Il corso si articola nei seguenti argomenti:

- Elementi di statistica descrittiva (Capitoli 1 e 2)
Unità e carattere statistico. Popolazione e campione.
Analisi e rappresentazione di dati attraverso tabelle e grafici. Distribuzioni di frequenze.
Misure di posizione centrale e non e indici di variabilità
Studio delle relazioni fra due caratteri. Tabelle di contingenza, diagrammi di dispersione, associazione lineare.
- Elementi di calcolo delle probabilità (Capitoli 3, 4 e 5)
Assiomi del calcolo delle probabilità e regole elementari di calcolo.
Variabili aleatorie discrete e continue. Distribuzioni di probabilità. Valore atteso e varianza.
Distribuzione bernoulliana e binomiale.
Distribuzione gaussiana. Standardizzazione.
Lettura delle tavole statistiche.
- Elementi di inferenza statistica (Sezioni 6.1-6.3, 7.1-7.3, 8.1-8.2, 9.1-9.3, 10.1-10.2)
Variabilità campionaria. Il concetto di distribuzione campionaria.
Teoria della stima puntuale e per intervallo per alcuni casi notevoli.
Introduzione alla verifica di ipotesi e presentazione di alcuni casi notevoli. P-value di un test.
- Il modello di regressione lineare (Capitolo 11 e Sezioni 12.1-12.4)

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=2geh

Statistics for Business - Stream B

Statistics for Business - Stream B

Academic year:	2022/2023
Course ID:	MAN0261
Teacher:	Lisa Sella (Lecturer)
Teacher contacts:	lisa.sella@unito.it
Year:	1st year
Type:	Basic
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-S/01 - statisticism
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

english

The course aim is twofold: on the one hand to provide students with the statistical tools deemed indispensable in the toolbox of a graduate in economic and business subjects. On the other hand, the course aims at providing students with the skills needed for modeling the world around us, skills that are necessary for the quantitative analysis of economic and social phenomena and for the development of suitable instruments for taking decisions under uncertainty. To highlight the applicability of the concepts and methodologies introduced, the presentation of the different topics is motivated by real situations and phenomena.

italiano

L'insegnamento si propone essenzialmente due obiettivi: da una parte fornire allo studente gli strumenti statistici ritenuti indispensabili nella preparazione di un laureato in materie economico-aziendali e utili ai fini dello svolgimento del lavoro finale e della tesi di laurea. Dall'altra parte, il corso mira a favorire nello studente la formazione di una capacità di modellizzazione della realtà, necessaria per l'analisi quantitativa di fenomeni economici e sociali e la conseguente predisposizione di strumenti idonei per l'assunzione di decisioni in condizioni di incertezza. La presentazione degli argomenti è motivata da situazioni e fenomeni reali, in modo da porre in evidenza l'applicabilità dei concetti e delle metodologie introdotte.

COURSE AIMS

english

KNOWLEDGE AND UNDERSTANDING

At the end of the course, the student will be able to:

Understand the different nature of the data.

Distinguish descriptive analysis techniques from inferential ones and be able to identify the most appropriate one for the problem at hand.

Recognize and correctly interpret the results of simple statistical analyses applied to business or economic contexts.

APPLYING KNOWLEDGE AND UNDERSTANDING

At the end of the course, the student will be able to:

Appropriately summarize a set of data.

Estimate and verify hypotheses on unknown parameters of a population starting from sample data.

Perform analyses to study the relationships between different variables of interest.

MAKING JUDGEMENTS

Learning the statistical concepts that are fundamental for working autonomously in searching, selecting and elaborating corporate data and for using official statistics data sources.

COMMUNICATION SKILLS

Learning of basic statistical terminology and techniques that are needed for appropriately communicating and discussing the results of the analyses performed as well as company reports.

italiano

CONOSCENZA E CAPACITÀ DI COMPRESIONE

Al termine dell'insegnamento, lo studente sarà in grado di:

Comprendere la diversa natura dei dati.

Distinguere le tecniche di analisi descrittiva da quelle inferenziali ed essere in grado di identificare quella più appropriata per il problema oggetto di studio.

Riconoscere e interpretare correttamente i risultati di semplici statistiche applicate a contesti economico-aziendali.

CONOSCENZA E CAPACITÀ DI COMPRESIONE APPLICATE

Al termine dell'insegnamento, lo studente sarà in grado di:

Sintetizzare in modo appropriato un insieme di dati.

Stimare e verificare ipotesi su parametri non noti di una popolazione a partire da dati campionari.

Effettuare analisi volte a studiare le relazioni fra diverse variabili di interesse.

AUTONOMIA DI GIUDIZIO

Apprendimento delle nozioni logiche e statistiche indispensabili per lavorare autonomamente nella ricerca, selezione ed elaborazione dei dati aziendali e nell'utilizzo di fonti statistiche ufficiali.

ABILITÀ COMUNICATIVE

Apprendimento della terminologia e delle tecniche statistiche di base, indispensabili per comunicare o discutere in modo appropriato risultati delle analisi condotte o di report aziendali.

COURSE DELIVERY

english

Standard frontal lectures.

Topics 1, 2 and 3a will be taught by .

Topic 3b will be taught by .

Topics 3c and 4 will be taught by .

Practical sessions (tutors)

The teaching-learning activity of this course, in addition to traditional lectures, includes practical sessions in which numerous exercises will be carried to prepare students for the exam.

italiano

Lezioni frontali

Gli argomenti 1, 2 e 3a saranno insegnati dalla .

L'argomento 3b sarà insegnati dalla .

Gli argomenti 3c e 4 saranno insegnati dal .

Esercitazioni (tutor)

L'attività di insegnamento-apprendimento di questo corso, oltre alle tradizionali lezioni frontali, prevede esercitazioni in cui saranno svolti insieme agli studenti numerosi esercizi in preparazione alle prove di esame.

LEARNING ASSESSMENT METHODS

english

The exam, carried out in a traditional way (paper and pen), allows to obtain a maximum grade of 31/30. The text of the exam may include both practical exercises and theoretical questions (i.e., definitions) in two different forms: 1) multiple choice questions or 2) open questions.

The exam will be considered passed if the final grade is greater than or equal to 18/30. A final score of 31/30 is equivalent to a grade of 30 with honors (30 e lode).

The exam can be taken in all the exam sessions starting from May onwards and will cover all the material presented during the course.

Students get the grade through the standard institutional channels. After 5 days from the communication, the exam grade is considered accepted and will be officially registered. Otherwise, within the same term the student must explicitly express his intention to refuse the grade following the procedures established by the University.

For each test, together with the grade achieved, a single date will be communicated to review the test itself.

Both methods aim to verify through appropriate questions:

The ability to identify the correct methodology to solve a given problem.

Understanding the logic underlying a given procedure.

The ability to calculate specific statistical indicators.

italiano

L'esame, svolto in modo tradizionale (carta e penna), consente di ottenere un punteggio massimo di 31/30. Il testo dell'esame potrà contenere sia esercizi pratici sia domande teoriche (ovvero definizioni) secondo due possibili modalità: 1) domande a risposta multipla o 2) domande con risposta aperta.

L'esame si riterrà superato se il voto finale sarà maggiore o uguale a 18/30. Un punteggio finale di 31/30 equivale ad un voto di 30 e lode.

L'esame potrà essere sostenuto in tutti gli appelli a partire da maggio in poi e riguarderà tutto il materiale presentato durante il corso.

Gli studenti apprendono il relativo voto tramite i canali istituzionali. Trascorsi 5 giorni dalla comunicazione, il voto dell'esame si intende accettato e sarà registrato d'ufficio. In caso contrario, entro lo stesso termine lo studente dovrà esplicitamente manifestare la propria intenzione di rifiutare il voto attraverso le procedure stabilite dall'Ateneo.

Per ciascuna prova verrà comunicata, insieme al voto conseguito, un'unica data per prendere visione del compito.

Entrambe le modalità mirano a verificare tramite opportune domande:

La capacità di identificare la metodologia corretta per risolvere un dato problema.

La comprensione della logica sottostante una determinata procedura.

La capacità di calcolare specifici indicatori statistici.

PROGRAM

english

The course is composed of the following topics:

- Elements of descriptive statistics (Chapters 1 and 2)
 - Statistical units and variables. Population and sample.
 - Analysis and representation of data through tables and graphs. Frequency distributions.
 - Indexes of central and non-central position, indexes of variability.
 - Relations between two variables. Contingency tables and stacked bar charts, scatterplots, linear correlation.
- Introduction to probability (Chapters 3 through 5)
 - Axioms of probability and elementary rules.
 - Discrete and continuous random variables. Probability distributions. Expected value and variance.

Bernoulli and binomial distribution. Other discrete probability models.
Gaussian distribution. Standardization.
Statistical tables. Other remarkable continuous probability models.
Independent random variables and central limit theorem.

- Basics of statistical inference (Sections 6.1-6.3, 7.1-7.5, 8.1-8.3, 9.1-9.4, 10.1-10.3)
Sample variability. The concept of sampling distribution.
Point and interval estimation for some notable cases.
Introduction to hypothesis testing and presentation of some remarkable cases. P-value of a test.
- The linear regression model (Chapter 11 and Sections 12.1-12.4)
italiano

Il corso si articola nei seguenti argomenti:

- Elementi di statistica descrittiva (Capitoli 1 e 2)
Unità e carattere statistico. Popolazione e campione.
Analisi e rappresentazione di dati attraverso tabelle e grafici. Distribuzioni di frequenze.
Misure di posizione centrale e non e indici di variabilità
Studio delle relazioni fra due caratteri. Tabelle di contingenza, diagrammi di dispersione, associazione lineare.
- Elementi di calcolo delle probabilità (Capitoli 3, 4 e 5)
Assiomi del calcolo delle probabilità e regole elementari di calcolo.
Variabili aleatorie discrete e continue. Distribuzioni di probabilità. Valore atteso e varianza.
Distribuzione bernoulliana e binomiale.
Distribuzione gaussiana. Standardizzazione.
Lettura delle tavole statistiche.
- Elementi di inferenza statistica (Sezioni 6.1-6.3, 7.1-7.5, 8.1-8.3, 9.1-9.4, 10.1-10.3)
Variabilità campionaria. Il concetto di distribuzione campionaria.
Teoria della stima puntuale e per intervallo per alcuni casi notevoli.
Introduzione alla verifica di ipotesi e presentazione di alcuni casi notevoli. P-value di un test.
- Il modello di regressione lineare (Capitolo 11 e Sezioni 12.1-12.4)

SUGGESTED TEXTBOOKS AND READINGS

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Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=jb49

Sustainability Accounting & Accountability

Sustainability Accounting & Accountability

Academic year:	2022/2023
Course ID:	MAN0285
Teacher:	Laura Corazza (Lecturer)
Teacher contacts:	0116706086, laura.corazza@unito.it
Year:	3rd year
Type:	Related or integrative
Credits/recognition:	6
Course SSD (disciplinary sector):	SECS-P/07 - business administration and management
Delivery:	Formal authority
Language:	English
Attendance:	Optional
Type of examination:	Written

COURSE OBJECTIVES

English

This course aims to develop knowledge and understanding of the main theories and practices of sustainability accounting and accountability. The course will adopt a critical stance in examining the past and the future of sustainability accounting and accountability. Also, the emerging practice in the broad field of non-financial disclosure such as Sustainable Development Goals (SDGs), regulation and mandatory disclosure will be critically examined. An overview of specific sustainability reporting guidelines will be displayed privileging the one of the Global Reporting Initiative. Another reporting framework, such as the Integrated Reporting Framework will be also discussed.

The course aims to contribute to the training of Chief Sustainability Officers by supplementing students' skills with useful tools to understand how to read a sustainability report, analyze it and be able to compare it different organizations. The use of specific guidelines is useful to be able to spend directly in the world of work. Conversely, for those who wish to do so, the course provides the tools to acquire the mindset and knowledge base for a future master's degree in sustainability.

Students will acquire basic theoretical knowledge, as well as elements of the modern and current debate in the field of sustainability accounting and accountability. In particular, they will be used as supplementary readings papers from journals considered primarily critical to the development of scientific research including: Accounting, Audit and Accountability Journal, Critical Perspective on Accounting, Accounting Forum, Accounting Horizons, Meditari, Business Strategy and Environment, Corporate Social Responsibility And Environmental Management, Journal of Cleaner Production, Sustainability.

Furthermore, professional knowledge of the Global Reporting Initiative Standards will enrich the personal backgrounds of the learners, and it will build a valuable strength for the student's curriculum. The critical stance will lead the learners to a transformation from being simple learners to be future conscious managers.

Italiano

Questo corso ha lo scopo di presentare le principali teorie e pratiche di sustainability accounting and accountability, ed esaminare in maniera critica il passato e il futuro delle pratiche professionali, come ad esempio, l'utilizzo di standard e linee guida per rendicontare le performance di un'azienda in ambito di sostenibilità. Si presenteranno le moderne evoluzioni in tema di rendicontazione non-finanziaria e i legami tra essa e i Sustainable Development Goals, l'obbligatorietà della disclosure delle informazioni non finanziarie, e i legami con gli standard quali ad esempio, Global Reporting Initiative Standards e il framework dell'Integrated Reporting.

Il corso si propone di contribuire alla formazione di Chief Sustainability Officer, integrando le competenze degli studenti con strumenti utili a capire come leggere un report di sostenibilità, analizzarlo e effettuare delle comparazioni tra organizzazioni diverse. L'utilizzo di linee guida specifiche è utile per potersi spendere direttamente sul mondo del lavoro. Al contrario, per chi lo desiderasse, il corso fornisce gli strumenti utili per poter acquisire il mindset e le conoscenze di base per un futuro master in sostenibilità.

Gli studenti acquisiranno conoscenze teoriche di base, nonché elementi del dibattito moderno. Inoltre, verranno presentate conoscenze di base della ricerca scientifica, come l'utilizzo di articoli tratti dalle principali riviste come ad esempio:

Accounting, Audit and Accountability Journal, Critical Perspective on Accounting, Accounting Forum, Accounting Horizons, Meditari, Business Strategy and Environment, Corporate Social Responsibility And Environmental Management, Journal of Cleaner Production, Sustainability

Lo studente che apprenderà come utilizzare gli Standards del GRI potrà arricchire il suo curriculum di valore aggiunto. Il corso è anche pensato in ottica trasformativa ossia il discente imparerà a maturare il senso critico necessario per diventare un domani, un manager responsabile.

COURSE AIMS

English

The main results of our courses will be (according to Dublin descriptors):

- Understanding and applying theories in the field of sustainability accounting and accountability for private, public, social enterprises and not-for-profit organisations;
- Abstracting and interpreting facts accounted under such theories;
- Discovering the most important frameworks and guidelines in the field of sustainability accounting and accountability;
- Determining how to apply such a framework in a business context;
- Analysing the content of sustainability reports and deriving conclusion;
- Being open-minded in dealing with accounting for grand challenges such as poverty, hungry, climate change, discrimination, emancipation, etc.
- Adopting an open mindset in learning basic concepts and definitions taken from other disciplines among which there are environmental economics, physics, chemistry, biology, social sciences.

Italiano

Obiettivi del corso illustrati secondo i descrittori di Dublino sono:

- comprendere e applicare teorie nel campo della rendicontazione della sostenibilità nelle

imprese private, pubbliche, sociali e le organizzazioni no profit;
acquisire la capacità di astrarre da fatti concreti una particolare teoria, come processo inferenziale;
apprendere il funzionamento delle principali linee guida in ambito di reporting di sostenibilità e saperle applicare;
determinare i contesti di applicazione delle linee guida a livello aziendale;
sapere analizzare il contenuto e saperlo criticare;
desiderare cambiare e aprire la propria formazione alla discussione critica delle grandi sfide globali e capire come la contabilità può aiutare a rappresentare la grandezza e la complessità di tali sfide come ad esempio, la povertà, la fame, il cambiamento climatico, la discriminazione, l'emancipazione, ecc.
avere voglia di mettersi in gioco apprendendo concetti base tratti da altre discipline tra cui economia ambientale, fisica, chimica, biologia, scienze sociali.

COURSE DELIVERY

English

Highly interactive lectures and group discussions and works carried out online, analysis of real case studies, and presentations by students on theoretical and practical topics.

PowerPoint presentations, testimonials, peer discussions, videos, and interviews, will be used as teaching material to supplement the textbook.

Italiano

Le lezioni frontali si alterneranno a discussioni di gruppo e lavori svolti online, si analizzeranno report di sostenibilità di aziende reali al fine di elaborare le presentazioni finali.

Presentazioni in PowerPoint, testimonianze, discussioni tra pari, video, interviste, saranno utilizzate come materiale didattico che integra il libro di testo.

LEARNING ASSESSMENT METHODS

English

The final grade is defined considering group work aimed at delivering a final presentation, where the mark will be distributed according to 50% presentation's structure (evaluation criteria will be delivered during the first lecture, written presentation, and oral synthesis) + 50% final exam. A "How to study guide" will be supplied with a focus on how to study and how to get trained for the final presentation.

The final exam will consist of 10 multiple choice questions and two open questions, and it will be dedicated to testing the theoretical knowledge acquired.

Italiano

Il voto finale è definito considerando il lavoro di gruppo volto a realizzare una presentazione finale che verrà valutata considerando 50% la struttura e il rispetto di alcuni principi di base che verranno illustrati nel corso della prima lezione, nonché 50% con esame finale. In ogni caso, viene sempre fornita una guida allo studio e alla preparazione dell'esame con informazioni aggiornate.

L'esame finale sarà composto da 10 domande a risposta multipla e due a risposta aperta, e sarà dedicato alla verifica delle conoscenze teoriche acquisite.

SUPPORT ACTIVITIES

English

A teaching assistant will follow the students in finalizing their training for the exam.

Italiano

Un Teaching Assistant assisterà gli studenti nella loro preparazione verso l'esame finale.

PROGRAM

English

Introduction to sustainability accounting and accountability

Reasons for sustainability accounting and accountability

Theoretical background

International standards and framework for-profit, public, social enterprises and not-for-profit organisations

Accounting for social impact

Mandatory profiles in sustainability accounting and accountability

Assurance

Environmental, Social and Governance data

Italiano

Introduzione a sustainability accounting and accountability

Background teorico

Norme, linee guida e framework internazionali per aziende private, pubbliche, no profit e imprese sociali

Evoluzione tra volontarietà e obbligatorietà della rendicontazione sociale

Assurance dei dati

Informazioni e dati ambientali, sociali e di governance

SUGGESTED TEXTBOOKS AND READINGS

English

Handouts will be uploaded on moodle in time for each class

Additional lectures will be delivered directly along with handouts

To grasp an initial idea of what sustainability accounting is you can refer to this post
<http://csearweb.blogspot.com/2019/08/can-accountants-save-world.html>

Italiano

Le slide utilizzate dalla docente saranno caricate su moodle in tempo per ogni lezione

Ulteriore materiale aggiuntivo verrà fornito direttamente insieme alle dispense

Per avere un'idea iniziale di cosa parleremo vi consiglio di guardare questo post
<http://csearweb.blogspot.com/2019/08/can-accountants-save-world.html>

NOTE

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=7b02

Tax Law in an International and European Perspective

Tax Law in an International and European Perspective

Academic year:	2022/2023
Course ID:	MAN0282
Teacher:	
Teacher contacts:	
Year:	3rd year
Type:	Related or integrative
Credits/recognition:	6
Course SSD (disciplinary sector):	IUS/12 - tax law
Delivery:	Formal authority
Language:	English
Attendance:	Obligatory
Type of examination:	Written

COURSE OBJECTIVES

This course aims at providing students with the necessary tools to gain a general understanding of the basic concepts of International and European direct tax law. The course also addresses some current developments and tax planning strategies. Students will get familiarized with the general principles and concepts governing (international) tax law, the design of tax law systems, the basic notions of double tax treaties as well as the impact of EU law on EU Member States' tax systems. Finally, students will learn about recent developments in international corporate tax law and engage in the international tax planning debate.

COURSE AIMS

The course prepares students to become informed participants in the tax debate by explaining the foundations and practice of international tax law as well as by addressing current developments.

COURSE DELIVERY

The course will be taught online through the Cisco-WebEx platform of the University and with the support of PowerPoint slides, audio recordings and further materials that will be made available on the Moodle e-learning platform. Depending on the development of the current health crisis, some classes may also be taught face to-face.

The course requires the active participation of students with questions, opinions and presentations during the class.

LEARNING ASSESSMENT METHODS

The evaluation of the students will solely be based on their participation in class. In this context, the professor will assign different tasks such as case studies, essays and presentations on specific topics. Retake exams will have the form of an oral examination.

SUPPORT ACTIVITIES

Supporting activities might be arranged and will be communicated to the students during the course.

PROGRAM

- General Introduction
 - Essential concepts and principles
 - Types of taxes
 - Elements of taxes
 - Tax expenditures
- Introduction to international Taxation
 - Jurisdiction to tax
 - International tax principles and concepts
 - Role of supranational organisations
 - Approaches to determining tax residence
 - Juridical double taxation and double tax relief methods
 - Double Tax Treaties (OECD Model tax Convention)
 - Creation of a DTT
 - Interpretation of DTT
 - Persons and taxes covered
 - Concept of residence
 - Concept of permanent establishment
 - Treatment of employment income
 - Treatment of investment income
 - Double tax relief methods
- EU Tax Law
 - Fundamental Freedoms
 - Fiscal state aid
 - Secondary Law
- International tax planning debate
 - Taxation of corporate groups
 - Tax planning and ethical dimension
 - Initiatives against aggressive tax planning

SUGGESTED TEXTBOOKS AND READINGS

Course webpage: https://www.business-management.unito.it/do/corsi.pl/Show?_id=ctom

