**1st Cycle Degree in Business and Legal Consultant**

**Course Catalogue**

**Academic year starts the last week of September and ends the first week of June.**

**1st Semester** - *Starting date:* last week of September, *end date*: 3rd week of December

**2nd Semester** - *Starting date:* first week of March, *end date:* last week of May

**Exams Sessions:** I) from 2nd week of January to last week of February, II) from 1st week of June to last week of July, III) from 1st to last week of September

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| **Comprehensive Scheme of the 1st Cycle Degree (Bachelor) in Business and Legal Consultant** |
| **YEAR** | **CODE** | **COURSE** | **Credits (ECTS)** | **Semester** |
| **I** | IUS/01 | Private law | 9 | 1 |
| SECS – P/07 | Business Administration | 9 | 1 |
| IUS/19 | History of modern law | 12 | 1 |
| SECS – P/01 | Microeconomics | 9 | 2 |
| SECS – P/07 | Financial Accounting and Reporting | 9 | 2 |
| IUS/08 | Constitutional law | 9 | 2 |
|  | *English* | 6 | 1,2 |
| **II** | IUS/07 | Labour law | 9 | 1 |
| SECS – P/08 | Economics and business management | 9 | 1 |
| SECS – P/01 | Macroeconomics | 9 | 1 |
| IUS/12 | Tax law | 9 | 2 |
| IUS/20 | Theory of legal interpretation and fundamental rights | 9 | 2 |
| IUS/04 | Commercial law | 9 | 2 |
| IUS/05 | Law on economics | 9 | 2 |
| **III** | IUS/10 | Administrative law | 9 | 1 |
| IUS/05 | Financial Institutions law | 6 | 1 |
| IUS/07 | Trade Union law | 6 | 1 |
| IUS/05 | Competition law | 6 | 2 |
| SECS – P/03 | Public Finance |  | 2 |
| SECS – P/10 | Business Organization | 6 | 2 |
|  | *Free choice Course/Courses*  | 12 | 1,2 |
|  | *Practice* | 3 |  |
|  | ***Thesis*** | 6 | 2 |

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| **Programme of “ECONOMIA AZIENDALE”** ***“BUSINESS ADMINISTRATION” - Introduction to Management Sciences***  |
| **Number of ECTS credits: 9 (workload is 225 hours; 1 credit = 25 hours)**  |
| **Teacher: Fabrizio Berti**  |
| **1**  | **Course objectives and Learning outcomes**  | The course major educational objective is to provide the students the fundamental concepts of businesses as legally recognized organizational entities existing within an economically free country, designed to sell goods and/or services to consumers or other businesses, usually in an effort to generate profit. On successful completion of this module, the student should understand the main principles of the business system, relating to the management of profit organizations  |
| **2**  | **Dublin descriptors**  | Topics of the module include: On successful completion of this module, the student should- have **knowledge** of the basis of business, including all aspects of management related to entrepreneurship, organization and strategy as well as all functional areas, such accounting, finance and marketing, - have **knowledge and understanding** the accounting rules regarding the main business operations, structures, contents and frameworks of financial statements

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| ▪Principles of economics and firm theory▪The systemic approach applied to the firm.▪Organizational variables and management tools  |
| ▪Financial accounting and Management accounting▪Accounting information System. Some issues▪Double entry method. The rules▪Accounting transactions: purchases, sales, debt financing, equity financing ▪Financial statement. The structure and the rules  |

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| **3**  | **Prerequisites and learning activities**  | No prerequisites are requested  |
| **4**  | **Teaching methods and language**  | Lectures, exercises and class presentations. The class lectures are based on Powerpoint slides. The slides are available to students on the course website. It is recommended that students print and bring these slides to class each lecture. Language: Italian**Ref. Text books** - Francesco Giunta, ***Economia Aziendale***, CEDAM, 2018 (Third edition) Teacher’s Notes are available on the course website.  |
| **5**  | **Assessment methods and criteria**  | Formative assessment: the students are involved in discussions and comments in short Q&A sessions. The active participation is supported also by exercises and practice problems in classroom. Some home works are requested to specific topics. Summative assessment: Written and oral exam.Written exam consists in multiple choise questions.Oral exam consists of the answer to 3 questions aiming to evaluate the degree of knowledge of fundamental concepts of business (30% of total mark), the capacity to connect different topics of module (30% of total mark), the degree of autonomy in using accounting rules (30% of total mark) and the capacity to communicate knowledge in a proper way (10% of total mark).  |

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| **Programme of “Financial Accounting and Reporting” (Bilancio)**  |
| **Number of ECTS credits: 9 (workload is 225 hours; 1 credit = 25 hours)**  |
| **Teacher: Michele Pisani**  |
| **1**  | **Course objectives**  | A solid foundation in the fundamentals of accounting is critical to understanding business. The financial information that a company generates and communicates to internal and external decision-makers such as owners, managers, employees, investors, creditors, analysts and regulators is the narrative of the company. The aim of the course is to provide the basic concepts about constructing and interpreting annual financial reports under the Italian regulation. In particular, the course will develop the analysis of the principles, the methodologies and the tools leading managers and accounters throughout the construction of the annual report.  |
| **2**  | **COURSE CONTENT AND LEARNING OUTCOMES (DUBLIN DESCRIPTORS)**  | Topics of the module include the basic concepts, principles, practices and mechanics of financial accounting, and covers the treatment of the most common items in the financial statements: * accounting principles and standards
* balance sheet
* income statement
* revenue, cash and accounts receivable
* inventory and cost of goods sold
* leases
* long-lived assets
* intangibles
* liabilities
* owners’ equity
* taxes

It highlights the role of managerial choices, judgments, and estimates in applying accounting rules.  |
| **3**  | **Prerequisites and learning activities**  | The student must know the basic notions of Accounting contained in the Economia Aziendale exam  |
| **4**  | **Teaching methods and language**  | Lectures and exercises. Language: Italian **Ref. Text books** • F. Giunta, M. Pisani, Il bilancio , Milano, Apogeo, 2017. Other references will be communicated at the beginning and during the course. Some material available on web site www.ilbilancio.it  |
| **5**  | **Assessment methods**  | Written exam.  |

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| Course title: **Constitutional Law** | Language of the course: **Italian** |
| Lecturer: **Prof. Fabrizio POLITI** |
| Total number of hours: **63**  | ECTS credits: **9** |
| Course period | 1st semester | 1 st term:  | 2 nd term:  |
| **2nd semester** | **1 st term: ** | **2 nd term: ** |
| Course description: The aim of the course is to provide a solid grounding in the subject.PROGRAM:Rule of law and legal system. Sorting the plurality of legal systems. Legal experience and interpretation. The State. Sovereignty and citizenship. Forms of state and forms of government. Italy and the European Union. From Albertine Statute to the Republican Constitution. The principles of the Republican Constitution. The sources of law. The constitutional sources. Constitutional Law and the Law of Revision Constitution. Sources of primary level. The law formally. The acts having the force of law. Referendum. Sources of secondary level. The power regulate. The sources Community. The political representation. Parliament. The President of the Republic. The Government. The Public Administration. The Judiciary. The Court constitutional. Regions and local authorities. Fundamental Rights and Freedoms Constitutional. The rights social. Rights and freedoms in the historical development of constitutionalism. Human dignity.NB. The program is the same also for those who need to take the exam for the years previous academic.PROPEDEUTICS:There are no prerequisites. |
| Assessment method | **Oral exam: **  | Written exam:  | Assignments:  |
| Language of the exam | **Italian: **  | English:  |  |
| Reading list:F. POLITI, *Diritto pubblico*, V edizione Giappichelli Editore, Torino 2017;F. POLITI, *Libertà costituzionali e diritti fondamentali*, Giappichelli Editore, Torino, 2016. |

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| **Programme of “Rights in the work place”**  |
| **L-14 (Labour Law)Optional1st Cycle degree in Economics 2nd year, 1st semester**  |
| **Number of ECTS credits: 9 (workload is 63 hours; 1 credit = 7 hours)**  |
| **Teacher: Pietro Lambertucci**  |
| **1**  | **Course objectives**  | The goal of this course is to provide the tools to examine, recognise and critique the regulation of subordinate work in the light of various judicial, doctrinaire and jurisdictional interventions. On successful completion of this module, the student should understand the fundamental concepts of rights in the work place and should be aware of impact of community law in the subordinate work and the legal consequences of company crisis and reorganization.  |
| **2**  | **Course content and Learning outcomes (Dublin descriptors)**  | Topics of the module include: The constitution of subordinate work: placement of labour.The subordination, the autonomous work, the special work: distinction between subordination and autonomy; the collaboration; term contract. Staff leasing, contract and detachment. The professional classification: classification and tasks.The wages: principles costituzionally.The regulation of safety in the work place: article 2087 Civil code; mobbing. Working rights: time, holiday, day off, festivity.The obligations: diligence and fidelity.The leading and disciplinary power: proceedings; sanctions; protections of wokers; disciplinary dismissal;The individual dismissal: justification of the dismissal; scope and protections.The social safety nets: CIG, Criteria for the selection of workers to suspend.The collective redundancies: types, procedures. Criteria for the selection of workers to be made redundant. The employment incentivesThe transfer of business: notion, individual guarantees, collective guarantees, transfer company in crisis. On successful completion of this module, the student should- have profound knowledge of the role of labour law in the State system;- have knowledge and understanding of principal “phases” of subordinate work;- understand and explain the meaning of powers of the employer;- understand the fundamental concepts of forms of remuneration; obligations of the employee; termination of the employment relationship.- demonstrate skill in legislative reasoning and ability to conceive a proof.- demonstrate capacity for reading and understand other texts on related topics.  |
| **3**  | **Prerequisites and learning activities**  |  |
| **4**  | **Teaching methods and language**  | Lectures. Language: Italian Ref. Text books E. Ghera, A. Garilli, D. Garofalo, Lineamenti di diritto del lavoro. Per i corsi di studio di economia e di scienze politiche, Giappichelli, Torino, 2018.G. Santoro Passarelli, Il rapporto di lavoro nel trasferimento d'impresa e di articolazione funzionalmente autonoma, Giappichelli, 2014.  |
| **5**  | **Assessment methods and criteria**  | Oral exam.  |

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| **Programme of “Economia e gestione delle imprese” - *“Economics and business management”***  |
| **Number of ECTS credits: 9 (workload is 63 hours; 1 credit= 25 hours)** **1st Cycle in Economics, 2nd year, 1st semester****Professor: Paola Olimpia Achard** |
| **1**  | **Course objectives and Learning outcomes**  | The dynamicity of external contexts drive businesses through a systematic perspective. The course will enrich the capacity of students to contribute to analyze the competitive factors, related to prospects the external and internal environment, and the interrelations between them. Moreover, this course introduces students to the core competences and principles of strategies: competitive and development, and analyze the organizational implications. Methodologically, the course combines a rigorous approach to business strategic analysis with highly relevant examples of current practice.  |
| **2**  | **Dublin descriptors**  | Students are introduced to issues concerning: − Business value creation;− Resources and competencies;− Strategic planning; − Corporate and business strategy; − Organizational structures;− Marketing;− Logistics and Operations; − Innovations and competitive advantage. On successful completion of this module, the student should− have profound knowledge and understanding of, the growth and development process of businesses and their critical factors to reach a competitive advantage position; * −  understand and explain the difficulties, opportunities and

implications created by technological innovations; * −  demonstrate ability in having a systematic perception of business

issues; * −  demonstrate capacity for reading and understand other texts on

related topics.  |
| **3**  | **Prerequisites and learning activities**  | The student must know the basic notions of business administrations, micro and macroeconomics and the statistical methods.  |
| **4**  | **Teaching methods and language** | Lectures and seminars.Italian Textbook: Fontana F., Caroli M. (2017), Economia e Gestione delle Imprese, McGraw-Hill, V/ed., ISBN 9788838669170English Textbook:Grant R.M. (2016), Contemporary Strategy analysis: text and cases edition, 9th edition, Wiley, ISBN: 978-1-119-12084-1 |
| **5**  | **Assessment methods**  | The course includes an oral exam. In the case of a high number of students signing off to one exam session, the professor has the faculty of giving students a written exam to test their understanding of the basic concepts that are mandatory to pass the course. The student will have access to the oral exam only upon successfully passing the written test. |

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| **Programme of “Macroeconomia”** ***Macroeconomics 2018-19***  |
| **Number of ECTS credits: 9 (workload is 63 hours; 1 credit = 7 hours)**  |
| Teacher: **Lelio Iapadre**  |
| **1**  | **Course objectives**  | The course aims at providing students with the basic knowledge to understand the aggregate functioning of economies, in a context of international integration.  |
| **2**  | **Course content and learning outcomes (Dublin descriptors)**  | Topics of the module include: - The goods market- Financial markets- The short-run equilibrium: the IS-LM model- Employment and wages- Unemployment and inflation: the Phillips curve- The medium-term equilibrium: the IS-LM-PC model- Economic growth- Savings, capital accumulation and production- Technological progress and growth- Technological progress: the short, medium and long term - International opening of goods and financial markets- The goods market in an open economy- Production, interest rate and exchange rate- Exchange rate regimes- The history of macroeconomics- The Italian economy: macroeconomic analysis The learning outcomes are improvements in the ability to critically analyze, with the help of economic theories, the themes of the course. On successful completion of this module, the student should- have knowledge and understanding of the main determinants of output, employment and prices in an open economy- have knowledge and understanding of capital accumulation, innovation, growth and their relationship with income distribution- demonstrate capacity for reading and understanding other texts on related topics.  |
| **3**  | **Prerequisites and learning activities**  | The student must know the basic concepts of micro-economics.  |
| **4**  | **Teaching methods and language**  | Lectures, exercises, class presentations.Language: ItalianRef. TextbooksO. Blanchard, A. Amighini, F. Giavazzi, *Macroeconomics – A European Perspective*, 3rd edition, Pearson, 2017 Bank of Italy, *The 2017 Annual Report at a Glance*, Rome, 2018 http://www.bancaditalia.it/pubblicazioni/relazione- annuale/2017/sintesi/index.html  |
| **5**  | **Assessment methods and criteria**  | Written and oral exam. The written test is based on ten multiple-choice questions. The minimum threshold to pass the written exam is six correct answers, which allows students to be admitted to the oral exam. Priority is given to a correct definition of the main concepts and to a correct explanation of the economic reasoning underlying theoretical models.  |

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| **Programme of “Teoria dell’interpretazione e diritti fondamentali” “Theory of legal interpretation and fundamental rights**  |
| **Teacher: Francesca Caroccia**  |
| **Number of ECTS credits: 9 (workload is 225 hours; 1 credit = 25 hours)**  |
| **1**  | **Course objectives and Learning outcomes**  | The course is aimed to analyze the most relevant theories concerning the interpretation of the law, from both an historical and critical perspective, in order to show the complexity of the process of legal interpretation (taking into account the protection of the fundamental rights).The student should understand the relationship between methods and goals of legal interpretation, should acquire knowledge of the fundamental notions of legal theory and should be able to find and to use different meanings of a norm.  |
| **2**  | **Dublin descriptors**  | Topics of the module include: * -  SOURCES OF LAW AND LEGAL SYSTEM.
* -  NORMS ABOUT INTERPRETATION. INTERPRETATION OF LAW AND

INTERPRETATION OF CONTRACTS. * -  ROLE OF JUDGES IN THE PROCESS OF INTERPRETATION.
* -  THE PROBLEM OF THE GENERAL CLAUSES.
* -  EQUITY.
* -  INTERPRETATION AND METHODS. DIFFERENT APPROACHES TO THE

PROBLEM OF INTERPRETATION. * -  LAW AND ECONOMICS.
* -  LAW AND LITERATURE.

On successful completion of this module, the student should- have profound knowledge of basic techniques of legal interpretation;- have the capacity to analyze, to understand and to explain the meaning of juridical texts (Law, sentences, contracts);- demonstrate skill in juridical reasoning and ability to use different methods of interpretation;- apply and compare different interpretative methods in order to evaluate and to select the most convenient solution for every legal case.  |
| **3**  | **Prerequisites and learning activities**  | The course is not connected with previous learning. However, the students should know the basic notions of the Theory of sources of law.  |
| **4**  | **Teaching methods and language**  | Lectures and exercises (team work, home work). Language: Italian / EnglishRef. Text booksF. CAROCCIA – F. POLITI – F. MARINELLI, QUESTIONI DI TEORIA DELL’INTERPRETAZIONE GIURIDICA, L’AQUILA, 2014  |
| **5**  | **Assessment methods**  | Oral exam (every students will be examined with a minimum of 3 questions during a minimum of 30 minutes).  |

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| **Programme of “Diritto Commerciale”****“Commercial Law”** |
| **Number of ECTS credits: 6/9 (workload is 42/63 hours)** |
| **2nd Year, 1nd semester** Teacher: **Maria Cristina Cervale**  |
| **1** | **Course objectives**  | The goal of this course is to provide an organic and comprehensive overview about the matter of Commercial Law, with special emphasis on the figure of the entrepreneur, of the companies and on the latest regulatory action on the matter. |
| **2** | **Course content and Learning outcomes (Dublin descriptors)** | The course plans the study of the following topics: **Module I:** The entrepreneur. Categories of entrepreneurs. The statute of the trader. The company. The distinctive signs. The original works and industrial invention. Competition. The pools among entrepreneurs. The temporary joint ventures. The company agreement. Partnerships. Corporations. The debt securities.**Module II:**The co-operative societies. The transformation, the merger and the division of companies. The trade agreements. The insolvency proceedings.  |
| **3** | **Prerequisites and learning activities** | The courses and the exams of Private Law and Public Law are preparatory to this course. For any information send an e-mail to the regular professor of the course or ask Secretary’s Office.On the website of the Degree course of Economics is available any possible teaching material. On the website can also be found all the information about lessons (dates, timetables and classrooms), exams, notices of the teacher and about her personal data, including telephone number and e-mail.  |
| **4** | **Teaching methods****and language** | Lectures. Language: Italian**Ref. Text books** a) G. CAMPOBASSO, **Manuale di diritto commerciale**, Utet, Torino, latest edition;b) **Civil Code and complementary laws**, Pacini Giuridica, 2018, latest eddition.The syllabus also provides the following integration:M.C. CERVALE, Struttura dell’appalto e responsabilità dell’appaltatore, Milano, Giuffrè, 2016, excluding: Chapter I, paragraphs 15,16,17,18,19,20,23,25; Chapter II, paragraphs 5,7,8,9,14,15; Chapter III, paragraph 9; Chapter V. |
| **5** | **Assessment methods and criteria** | Oral exam. |

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| **Programme of “Trade union law”**  |
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| **L-14 (Labour Law)Optional1st Cycle degree in Economics 2nd year, 1st semester**  |
| **Number of ECTS credits: 6 (workload is 42 hours; 1 credit = 7 hours)**  |
| **Teacher: Lina Del Vecchio**  |
| **1**  | **Course objectives**  |  |
| The goal of the course is to provide students with the cognitive tools of the trade union law, its sources and the main issues with particular attention to the guidelines of case law and doctrine.  |
| **2**  | **Course content and Learning outcomes (Dublin descriptors)**  | Topics of the module include:**The constitutional principles of freedom and protection of trade union activities:** Articles 39 and 40 of the Constitution.**The trade union organization of workers and enterprises:** legal problemsand organizational structures.**The union representation.The trade union organizations within the company:** RSA and RSU.Article 28 of Law no. 300 of 1970.**The collective autonomy.The collective agreement: functions, types and parts.Inderogability of the collective agreement.The subjective effect of the collective agreement.Collective bargaining:** historical evolution, subjects, levels and procedures Agreements between inter-confederation Confindustria, CGIL, CISL and UIL on 31 May 2013 and 10 January 2014.**The structure of collective bargaining.The relationships between the different level collective agreements.The succession in time of collective agreements.Collective bargaining and the law.Collective bargaining in the public sector.The right to strike in art. 40 of the Constitution.Abnormal forms of strike.**  |
| **The lockout by the employer.**  |
| On successful completion of this module, the student should-have profound knowledge of trade union law .-have knowledge and understanding of principal and the standards set by the unions. -understand and explain the meaning of powers of the trade union in Italy.-understand the fundamental concepts of union representation, collective bargaining, effectiveness of the collective agreement and strike.- demonstrate skill in legislative reasoning and ability to conceive a proof.- demonstrate capacity for reading and understand other texts on related topics.  |
| **3**  | **Prerequisites and learning activities**  |  |
| **4**  | **Teaching methods and language**  | Lectures. Language: **ItalianRef. Text books**G. Giugni, Diritto Sindacale, Cacucci, Bari, last edition (excluding tenth and thirteenth chapters).  |
| **5**  | **Assessment methods and criteria**  | Oral exam.  |

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| **Programme of “Scienza delle Finanze”****Public Finance** |
| **• Code: M0090****Compulsory****1st Cycle in ECONOMIA E AMMINISTRAZIONE DELLE IMPRESE, 3rd year , 2nd semester** |
| **Number of ECTS credits: 9 (workload is 225 hours; 1 credit = 25 hours)** |
| **Teacher: Nadia Fiorino** |
| **1** | **Course objectives**  | The course aims at introducing the students to the major issues of public economics and public finance within the framework of the State’s functions of allocation, redistribution and stabilization (welfare economics and market failures, public goods, externalities, public enterprises, public choice, decentralization, distributive principles of taxation, tax effects). |
| **2** | **Course content and Learning outcomes (Dublin descriptors)** | On successful completion of this module, the student should:- have profound knowledge of the role of public sector in modern economic systems;- have knowledge and understanding of a) motivations of public intervention, b) motivations of government failures, c) distributive principles of taxation and d) tax effects;- understand and explain the impact of government economic policies in terms of efficiency;- demonstrate ability in applying theoretical to understand how public sector operates in the real world;    - demonstrate capacity for reading and understand other texts on related topics. Topics of the module include: * efficiency analysis
* public goods and market failures
* voting
* interest groups and rent-seeking
* economic theory of the bureaucracy
* public economic enterprises and privatization
* government decentralization
* types, incidences, and consequences of taxation.
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| **3** | **Prerequisites and learning activities** | The student must have the basic notions of economic theories and policies as acquired in the first university degree. |
| **4** | **Teaching methods****and language** | Lectures. Language: Italian Language: Ref. Text books:Balestrino A., Galli E., Spataro L. , *Scienza delle Finanze*, UTET, Torino, 2015 A reading list in English is available for foreign students that are invited to directly contact the lecturer.  |
| **5** | **Assessment methods and criteria** | Written exam. The written exam consists of 1 hours paper requiring the answer to 3 open questions and 3 multiple choice questions.An optional oral exam allows the student to improve the mark. |