



2nd Cycle Degree in Management, Economics and Finance (Profile: Economics and Public Management Administrations)

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

Comprehensive Scheme of the 2nd Cycle Degree (Bachelor) in MANAGEMENT, ECONOMICS AND FINANCE (Profile: Economics and Public Management Administrations)				
YEAR	CODE	COURSE	Credits (ECTS)	Semester
I	SECS – P/08	Business Services Economics and Management	9	1
	SECS – P/02	Economy and policy of European Integration	6	1
	SECS – P/10	Human Resources Management and Organization	9	1
	IUS/07	Employment in the public administration	9	2
	IUS/10	Public Accounting	9	1
	IUS/08	Regional law and Local Entities	9	2
	SECS – P/10	one course chosen from: Mathematical Methods for Business decisions	6	1
	SECS – P/10	Statistics for Business & Economics		2
	L-LIN/12	English language level B2 (ex typ F)	6	2
II	IUS/14	European Union Laws	9	1
	SECS – P/07	Programming and control in public Administrations	6	1
	SECS – P/03	Economy and Finance of Decentralized Governments	9	2
	IUS/10	Public contract Law	6	2
		<i>Free choice Course/Courses</i>	9	
	NN	<i>Practice</i>	3	
	PROFIN_S	<i>Final exam Preparation</i>	14	
	PROFIN_S	Thesis	1	

Business Services Economics and Management		
Number of ECTS credits: 9		
Teacher: Taccone Loredana		
1	Course objectives and Learning outcomes	The course aims to provide students the theoretical and methodological tools (strategic, organizational and functional analysis) to analyze public and private service businesses. The course will enrich the capacity of students to systematically analyze the service businesses in terms of strategies and activities to reach and maintain a competitive advantage position. Moreover, the course deepens the marketing strategies and activities to build/increase/maintain the customer relationship management.
2	Dublin descriptors	Students are introduced to issues concerning: <ul style="list-style-type: none"> - Service characteristics and concept; - Service business value creation; - Customer relationship management; - Service process and innovation management; - Service process and operations management. On successful completion of this module, the student should <ul style="list-style-type: none"> - have profound knowledge and understanding of, the growth and development process of service businesses and their critical factors to reach a competitive advantage position; - understand and explain the difficulties, opportunities and implications created by innovation and operations processes; - demonstrate ability in having a systematic perception of service business issues; - demonstrate capacity for reading and understanding other texts on related topics.
3	Prerequisites and learning activities	The student should know the basic notions of business management
4	Teaching methods and language	The lessons: aimed at illustrating the fundamental contents discussed in the program and the related treatment in the proposed texts, providing complementary indications as well as examples and study support. Project work: at the beginning of the course the lecturer will assign case studies to companies operating in public and private tertiary sectors that will represent a concrete work of theoretical-practical in-depth analysis of the topics covered in a simulated operating context. The seminars: in-depth thematic seminars will be organized with testimonies from the world of service companies, markets and institutions. The teacher reserves the right to introduce intermediate assessment tests for the sole purpose of analyzing the quality of the student's learning which will in no case represent exemptions or partial exams.
5	Texts	Lectures, project works and seminars. Italian Textbooks (compulsory): <ul style="list-style-type: none"> - Gronroos C., Management e Marketing dei servizi, La gestione del cliente nel mercato dei servizi, Isedi, 2009 (Esclusi i Cap.11-12-14); - Zeithaml V.A., Bitner M.J., Gremler D.D., Bonetti E., Marketing dei servizi, Terza Edizione, McGraw-Hill. Italian Textbooks (suggested): <ul style="list-style-type: none"> - Fontana F., Caroli M., Economia e Gestione delle imprese, McGraw-Hill, 2017; - Normann R., La gestione strategica dei servizi, EtasLibri, Milano, 1985; - Grant R.M., L'analisi strategica per le decisioni aziendali, Il Mulino, 2016; - Viassone M., Competere nell'era dei servizi: modelli, misure e strategie, Isedi, 2011. English textbook: <ul style="list-style-type: none"> - Gronroos C. (2015), Service Management and Marketing: Managing the Service Profit Logic, Wiley, ISBN: 978-1118921449; - Zeithaml V.A., Bitner M.J., Gremler D.D. (2012), Services Marketing, 6th Ed., McGraw-Hill, ISBN: 978-0078112058;

		- Grant R. M. (2016), Contemporary Strategy analysis: text and cases edition, 9th edition, Wiley, ISBN: 978-1-119-12084-1. Reading list: papers provided in class (in English)
6	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.

ECONOMICS AND POLICY OF EUROPEAN INTEGRATION		
Number of ECTS credits: 6		
Teacher: Gianni Mastronardi		
1	Course objectives and Learning outcomes	The aim of the course is to provide students the knowledge of the fundamental features in European Economic and Political Integration and ability to identify micro and macroeconomic and socio-political aspects. After having successfully completed the module students should be able to: <ul style="list-style-type: none"> - analyse the features of the European Integration and policies implemented by the EU and in the EMU; - provide an appropriate economic interpretation; - assess its strengths and weaknesses.
2	Dublin descriptors	The course programme is structured in two parts. The first part deals with: <ul style="list-style-type: none"> - different approaches to theoretical analysis of economic integration processes among countries; - specific issues of the integration process in Europe; - the economic policies of the EU and their evolution. The second part focuses on EMU and its analysis involves: <ul style="list-style-type: none"> - costs and benefits of the monetary union; - elements of fragility in incomplete monetary unions; - the monetary policy; - the limits of fiscal policies and the coordination of economic policies.
3	Prerequisites and learning activities	To understand and apply the main topics of the course, students must have attained the core skills of micro and macro-economics.
4	Teaching methods and language	The lecturer will utilize PowerPoint presentations in Class Lessons.
5	Texts	Students are obliged to systematically use the two textbooks, following the path provided by the presentations of the lessons, and to consult the additional teaching material published on the E-Learning Portal of the University. Reference textbook: R. Baldwin and C. Wyplosz, 'L'Economia dell'Unione Europea', Hoepli, 2005. Text book for integrations, updates and insights: R. Baldwin and C. Wyplosz, 'The

		Economics of European Integration', Sixth Edition, Mc Graw-Hill Education, 2020.
6	Assessment methods	The exam consists of an oral test to verify the preparation of students on the topics of the programme carried out, with reference to the expected results.

HUMAN RESOURCES ORGANIZATION AND MANAGEMENT		
Number of ECTS credits: 9		
Teacher: Alessia Sammarra		
1	Course objectives and Learning outcomes	<p>The course major educational objective is to provide the students with the knowledge and understanding of contemporary policies and practices for employees' management and engagement, including recruitment selection and induction, training and professional development, performance appraisal, rewarding and compensation. Particular relevance will be given to the role of human resource management in support of organizational mission and objectives.</p> <p>Case studies of real-word organizations will be presented and discussed in order to illustrate contemporary HR concepts and issues In practice.</p> <p>On successful completion of this module, the student should:</p> <ul style="list-style-type: none"> • develop an understanding of the strategic importance of HR to organizational effectiveness and performance • acquire knowledge and understanding of the different HR policies and practices to attract, train, develop, retain, engage and reward employees • be able to analyse and appraise the relationship between HR practices and their outcomes for the individual and the organization • be able to discuss the impact of contextual internal and external factors on the shaping of HRM strategy/policies and HR practices • know and apply the language of the HR profession • understand and discuss the main challenges for effective HRM related to increasing globalization and diversity of the workforce • be able to discuss and explain the multi-actor and multi-level perspective in HRM • be able to discuss and explain the different roles that the HR department/professionals, the line managers, and the individual employees play for the effective implementation of HRM policies and practices
2	Contents	<ul style="list-style-type: none"> - Job Design and New Ways of Working - The HRM cycle: policies and practices - Recruitment, selection and induction - Performance appraisal and management - Training and professional development - Rewarding & Compensation - HRM and diversity management

		- International HRM
3	Prerequisites and learning activities	No Prerequisite required.
4	Teaching methods and language	Lectures in-class discussion, individual and group assignments
5	Texts	<p>In Italian: Gabrielli G., Profili S. "Organizzazione e Gestione delle Risorse Umane". Iseidi, 2012 (Chapters 1,4,5,6,7,8,9,10,11,13,14,15,16).</p> <p>In English: Noe R.A., Hollenbeck, J.R., Gerhart B., Wright P.M., (2014). Fundamentals of Human Resource Management, 5/e, McGraw-Hill, ISBN: 0078112613 (Chapters 1,2,5,6,7,8,9,11,12,15,16).</p> <p>Other course materials provided by the instructor (only for students attending class on a regular basis).</p>
6	Assessment methods	<ul style="list-style-type: none"> - Formative assessment: individual and group assignments are used during the course to encourage students to critically evaluate the topics and concepts covered by the course and how they can be applied in real organizations. - Summative assessment: Written exam (in English). The written exam consists of a 45-minutes in-class assessment composed by closed questions (true or false questions multiple choice questions) and essay questions. Students attending class regularly (at least 80%) can participate to group project works that the instructor will assign during the course. Based on the instructor's evaluation, each team will receive an evaluation in points (up to 4 points). These bonus grade points will be awarded to each member of the groups and added to his/her final grade (only in case the individual grade in the written exam is equal or over 18 out of 30).

EMPLOYMENT IN THE PUBLIC ADMINISTRATION		
NUMBER OF ECTS CREDITS: 9		
TEACHER: DEL VECCHIO LINA		
1	COURSE OBJECTIVES AND LEARNING OUTCOMES	The aim of the course is to provide students with the cognitive tools for the interpretation and application of the rules that regulate the employment relationship employed by a public employer, in the light of the interventions of the doctrine and jurisprudence and identifying the affinities and the differences with the legal regulation of the employment relationship employed by private employers.

		After passing the exam, the student should be able to understand and examine, even in a critical sense, the fundamental institutions of labor law in the public service.
2	DUBLIN DESCRIPTORS	<p>The process of "privatization" of the employment relationship employed by Public Administrations. The sources of regulation of the public employment relationship. Public management: legal framework and regulation of the employment relationship. The managerial position, the executive's powers, the evaluation of the managerial performance and the managerial responsibilities. Access to the work of the public employee and the establishment of the employment relationship. The classification, tasks and incompatibilities. The salary of the public employee. The disciplinary power of the public employer. Termination of the employment relationship. Individual and collective mobility in the public sector. Flexibility in the public employment relationship. The fixed-term employment contract. Temporary work. Contracts with educational content. Occasional work. Coordinated and continuous assignments and collaborations. Organizational flexibility: part-time, teleworking and agile work. Collective bargaining in the public sector: subjects, negotiation procedures, effectiveness. Trade union rights. Jurisdiction: general profiles.</p> <p>At the end of the course the student should:</p> <ul style="list-style-type: none"> - have a knowledge of the system of regulatory sources of labor law in the public sector; - have knowledge and understanding of the main "phases" of the subordinate employment relationship employed by the public employer: from the constitution to termination; - understand and explain the meaning of the powers of the public employer and the obligations of the employed; - understand the fundamental concepts of public management; - demonstrate skills in legal reasoning; - demonstrate reading and comprehension skills in other texts on related subjects.
3	PREREQUISITES AND LEARNING ACTIVITIES	The prerequisites required are: Private law and Public Law.
4	TEACHING METHODS AND LANGUAGE	Frontal lessons. These lessons may include class discussions on some case law.
5	TEXTS	Luigi Fiorillo, Il diritto del lavoro nel pubblico impiego, PICCIN Editore, 2019.
6	ASSESSMENT METHODS	The oral exam, composed of 3 questions on the main contents of the course, is aimed at ascertaining the knowledge and the theoretical understanding of the main legal institutions of labor law in the public service

Public Accounting		
Number of ECTS credits: 9		
Teacher: Giulietti Walter		
1	Course objectives and Learning outcomes	<p>Knowledge, with regard to the public sector as a whole, of the most important instruments for the planning of financial activity, as well as of budget management procedures.</p> <p>On the successful completion of this module, the student should:</p> <ul style="list-style-type: none"> - have deep knowledge of public budget laws - to be able to search for process and analyse information from a variety of sources - have capacity to learn and stay up-to-date with learning - to be able to work autonomously, to identify, pose and resolve problems <p>be able to apply the acquired knowledge</p> <ul style="list-style-type: none"> - to practical cases as occurring in the professional life and -to be expecially able to work in an public context.
2	Dublin descriptors	<p>Students will know documents and proceedings of budgetary planning, allocation of resources, management and control of Government budget and rules of budgeting for municipal bodies, Regions and other public companies (i.e. University).</p> <p>Topics of module include:</p> <p>Constitutional principles about public finance, European financial governance. Financial and economic Government planning. Government budget. Budget management. Government financial statement. Accountability of regions, provinces municipalities and other public bodies. Internal control and auditing system. Administrative and account liability. Public goods.</p>
3	Prerequisites and learning activities	The student must have the basic notions of public law, administrative law and public finance
4	Teaching methods and language	Lectures and classroom discussions
5	Texts	<p>MONORCHIO-MOTTURA, Compendio di contabilità di Stato, Cacucci editore, Bari, 2018.^[1]_[SEP]</p> <p>b) in-deepth knowledge of the legislation, expecially L. cost. n. 1/2012, L. n. 243/2012 and L. n. 196/2009.</p>
6	Assessment methods	<p>Formative Assessment: the students are invited to make some home work and to participate to discussions on concrete examples. The active participation is supported and stimulated also by short Q&A sessions.^[1]_[SEP]</p> <p>Summative Assessment: Oral Examination</p> <p>The student must provide evidence of the acquired knowledge by answering 3 questions concerning the parts of the course.</p> <p>The students will be assessed on their demonstrated ability to discuss the main course contents.</p> <p>The evaluation criteria with which the verification of the acquired knowledge and skills will be carried out are:</p> <ol style="list-style-type: none"> 1. Completeness of the acquired knowledge. 2. Properties of the technical terminology used. 3. Ability to resolve issues. 4. Ability to autonomous and critical processing.^[1]_[SEP]

Regional Law and Local Entities		
Number of ECTS credits: 9		
Teacher: Fabrizio Politi		
1	Course objectives and Learning outcomes	The aim of the course is to provide a solid grounding in Italian regional law and Italian local authorities law and an adequate awareness of the issues concerning the regional and local Italian law
2	Dublin descriptors	Regional Law (Politi, 6 cfu): The regional state model in the 1948 Constitution. The legislative implementation of the 1970s. The constitutional amendments of 1999 and 2001. Regions and Local Authorities. The organization of the Region. The Regional Council. The President of the Region and the Giunta. Statutory power. Legislative power. Regulatory authority. The administrative functions. Financial autonomy. Fiscal Federalism. The controls. The connections between State and Regions. The replacement power. The State-Regions dispute. Local Authorities (Di Pangrazio, 3 cfu): General features of the Law of Local Authorities. The Autonomy of EE.LL. Forms of citizen participation and access. The Municipality and the Province. The acts. The controls. The organization and personnel in the EE.LL. Local finance and accounting.
3	Prerequisites and learning activities	The course requires a good preparation of basic culture and a good preparation in public law or in constitutional law
4	Teaching methods and language	The course takes place through classroom lectures. The teacher explains the contents of the course and invites students to explore the individual topics in more detail
5	Texts	A. D'ATENA, Diritto regionale, Giappichelli, Torino, 2017. – L. VANDELLI, Il sistema delle autonomie locali, Il Mulino Editore, 2018
6	Assessment methods	The assessment of learning takes place through an oral exam aimed at ascertaining the adequate preparation of the individual student on the various contents of the course program

Economics and Finance of Decentral Governments		
Number of ECTS credits: 9		
Fiorino Nadia		
1	Course objectives and Learning outcomes	The course aims to provide students with theoretical and institutional tools to understand the rationale of the multilevel and decentralized government structures. The course also focuses on the recent evolution of tax and expenditure decentralization and coordination in Italy.
2	Contents	<p>Topics of the module include:</p> <p>The theory of decentralization and fiscal federalism. The main structures of local government. Costs and benefits of decentralization and the optimal size of jurisdictions. The allocation of functions across levels of government. The financing of local government functions: own tax revenues and intergovernmental transfers (general transfers, redistributive transfers and correction of externalities). The structure of local government in Italy. The recent evolution of local public finance and fiscal federalism reforms.</p>
3	Prerequisites and learning activities	The student must have the basic notions on public finance and public economics as acquired in the first university degree.
4	Teaching methods and language	The teaching method consists in frontal lectures, occasionally integrated by seminars specific topics.
5	Texts	<p>BROSIO G., PIPERNO S., GOVERNO E FINANZA LOCALE, GIAPPICHELLI 2009, EBOOK</p> <p>LINK: HTTP://WWW.GIAPPICHELLI.IT/INDEX.PHP?ZNFMODULE=PUBLIC&ZNFACTION=SHOWARTICOLO&ID=1773768</p> <p>FOREIGN STUDENTS ARE INVITED TO DIRECTLY CONTACT THE LECTURER.</p>
6	Assessment methods	Oral Exam