



D.E.D. - Dipartimento di Economia e Diritto

SCIENZA ■ ETICA ■ SOCIETÀ

UNIVERSITY OF MACERATA

DEPARTMENT OF ECONOMICS AND LAW

PROGRAMS FOR FOREIGN STUDENTS

In this brief guide-book you can find all programs of the courses offered by the Department of Economics and Law of the University of Macerata in English for foreign students.

You can find all information about ERASMUS programs (and the other international programs for university students) at the web site <http://www.unimc.it/cri>

University of Macerata, Department of Economics and Law

ANALISI CONGIUNTURALE

Prof.ssa Rosanna Merli

e-mail: rosanmerli@tin.it

degree course: CDA **degree class:** LM-77
total hours of tuition: 60
European Credit Transfer and Accumulation System (ECTS): 9
Discipline Scientific Sector: SECS-P/02
module type: -
semester: II Semestre

didactical methods:
Classroom Lectures

assessment methods:
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) R.A. Farmer, *Macroeconomia*, McGraw-Hill, Milano, 2000, cap.3 compresa l'appendice
2. (A) Hall-Papell, *Macroeconomia: crescita, fluttuazioni cicliche e politica economica*, Hoepli, Milano, 2010,

aims:

The aim is to provide students with the foundations of business cycles theories and a basic knowledge of different methodologies for analyzing the empirically observed fluctuations in economic activity.

prerequisites:

A good Knowledge of macroeconomic and microeconomic theories, and of the basic statistic theory

content:

The Solow growth model
The business cycle theories from Keynes to modern approaches
Trend and cycle
The NBER approach
The main features of a typical cycle
Cyclical indicators
Stabilization policy and cycle
Analysis of the recent Italian experience

ANALISI DEGLI INVESTIMENTI

Prof. Giovanni Bandera

e-mail: _

degree course: MIF **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/11
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Mario Massari, Laura Zanetti, *Valutazione - Fondamenti teorici e best practice nel settore industriale e finanziario*, McGraw - Hill, Milano, 2008, 450

aims:

The purpose of the course is to provide students with base analysis instruments to evaluate financial investments

prerequisites:

- Basics of Corporate Finance
- Basics of financial statement analysis
- Financial structure of the company
- The basic contents of financial brokerage activity
- Knowledge of the main instruments and financial markets

content:

1. Investments evaluation
2. Cost of capital
3. Investment decisions and financing
4. Preliminary analysis and performance forecast
5. Investing in financial instruments
6. Base analysis for investments in equity
7. Evaluation methods
8. Comparative analysis: multiples and comparable transactions
9. The use of leveraged finance
10. Premiums and discounts

University of Macerata, Department of Economics and Law

ANALISI E CONTABILITA' DEI COSTI

Prof.ssa Katia Giusepponi

e-mail: giusepponi@unimc.it

degree course: CDA/g **degree class:** LM-77

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

Work Groups

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) LINO CINQUINI, *Strumenti per l'analisi dei costi - vol I: Fondamenti di cost accounting*, Giappichelli, Torino, 2008, tutto

aims:

The course will examine the concepts and practices of cost accounting.

The student will acquire understanding of the objectives, tools, processes of managerial cost accounting.

prerequisites:

_Business Economics

_Accounting

_Planning and control systems

content:

_costing for planning and control

_cost classification

_direct costing

_full costing

_direct costing in decision making

_full costing in decision making

_activity based costing

_cost accounting methods

_cost reporting

_cost variance analysis

University of Macerata, Department of Economics and Law

ANALISI E GESTIONE DELLE BANCHE DATI

Prof.ssa Barbara re

e-mail: barbara.re@unicam.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: INF/01

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Paraboschi, Riccardo Torlone Paolo Atzeni, Stefano Ceri, Stefano, *Basi di dati Modelli e linguaggi di interrogazione 3/ed*, MacGraw Hill, Milano, 2009, 1, 2, 4, 7, 8, 9, 10

aims:

The course introduces the principles of relational database data models and relational database design.

prerequisites:

Basic computer science notions.

content:

Introduction to database. Information systems, information and data. Database and database management systems. Data Models and languages. Vantages and disadvantages of DBMS.

Relational data model, languages and relational database. SQL language.

Planning and development of the relational database (conceptual, logical and physical).

Microsoft Access. Tables, relations, forms, query and report.

University of Macerata, Department of Economics and Law

ANALISI E MISURA DEI RISCHI FINANZIARI

Prof.ssa Rosella Castellano

e-mail: castellano@unimc.it

degree course: MIF **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-S/06

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

Le lezioni frontali saranno integrate da lezioni pratiche da svolgersi in aula informatica.

assessment methods:

Written Examination

Oral Examination

- Prova scritta o compilazione di una tesina.
- Prova orale.

(A)=Adopted, (C)=Recommended textbooks:

1. (A) U. CHERUBINI - G. DELLA LUNGA, *Il rischio finanziario*, Mc. Graw-Hill, Milano, 2001,

aims:

Financial risk management; foundations of management models; financial assets and pricing models; basic models of modern finance; risk measures.

prerequisites:

Calculus; Financial Mathematics; Statistics and Probability.

content:

- Discrete and continuous models for the pricing of derivative securities;
- Models for measuring and managing market risk;
- Models for measuring and managing credit risk;
- Models for the estimation of liquidity risk;
- Monte Carlo simulation techniques.

ANALISI ECONOMICO FINANZIARIA DEI BILANCI

Prof. Bruno maria Franceschetti

MOD. A

e-mail: bmfranceschetti@unimc.it

degree course: EBAM/ea, EBAM/ebfa **degree class:** L-18
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/07
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) L. Marchi, A. Paolini, A. Quagli, *Strumenti di analisi gestionale*, Giappichelli, Torino, 2003, Parte prima
2. (A) Giunta F., *Il Capitale netto di garanzia a tutela dei creditori*, Amministrazione e Finanza n. 9, Milano, 1997,
3. (A) Giunta F., *Il bilancio letto per aree di gestione*, Amministrazione e Finanza n. 20, Milano, 1997,
4. (A) Giunta F., *Il capitale circolante netto commerciale*, Amministrazione e finanza n.19, Milano, 1998,

aims:

To provide students with the basic elements of the economic and financial analysis of companies.

prerequisites:

economia aziendale
accounting

content:

Analysis of financial statements through standard ratios used to evaluate the overall financial condition of a company:
Liquidity ratios, Efficiency/Activity ratios, Debt ratios, Profitability ratios, Market ratios.

ANALISI ECONOMICO FINANZIARIA DEI BILANCI

Prof. Nicola giuseppe Castellano

MOD. B

e-mail: ncaste@unimc.it

degree course: EBAM/ea

degree class: L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-P/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

Work Groups

assessment methods:

Written Examination

Oral Examination

Ai soli studenti frequentanti viene offerta la possibilità di sostenere l'esame attraverso un lavoro di gruppo presentato al termine del corso stesso

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

The course aims to explore financial analysis and cash flow analysis instruments and techniques.

The course also examines the basic process of economic and financial planning and forecasting.

prerequisites:

Before attending classes in this course students should attend classes in the following courses: Economia Aziendale, Ragioneria

content:

- Cash Flow statement: construction and analysis
- Analysis of Net Financial Position
- Economic and Financial planning mechanism
- Economic and Financial forecasting mechanism
- Break-even point analysis
- Operating and financial leverage
- Industry and competitors benchmark analysis

BANCA, CREDITO, ASSICURAZIONI

Prof. Massimo Biasin

MOD. A

e-mail: massimo.biasin@unimc.it

degree course: EBAM/ebfa

degree class: L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/11

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Practice Course

Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) Sinkey J.F.Jr., *Commercial Bank Financial Management*, Prentice Hall, New jersey, 2002,
2. (A) Mottura P., Paci S. (a cura di), *Economia e gestione della banca e dell'assicurazione*, Egea, Milano, 2009, Capp. 1 (da 1.1. a 1.8. incluso), parte I, capp. da 1 a 5 (incluso).
3. (A) Banfi A., Biasin M., Oriani M., Raggetti G.M., *Economia degli intermediari finanziari*, Isedi, Torino, 2011, cap. VI (regolamentazione)

aims:

The course (Mod. A) offers an analysis of banks' functions and main business areas considering risks & regulation. The course (Mod. A) covers credit (risk) & fund policies, liquidity & asset-liability management in a risky perspective.

prerequisites:

Students are required to be familiar with financial instruments and banking operations and are expected to have attended Financial Intermediaries Class.

Links to: Risk Management. Corporate Financial Mgmt.

content:

1. Banks' Intermediation Models.
2. Bank's Business Areas & Risks.
3. Regulation and Safety Net.
4. Bank Financial Statements (IFRS) & Source and Use of Bank Funds.
5. Credit (Risk) & Fund Policies.
6. Liquidity Management.
7. Asset-Liability Management.

University of Macerata, Department of Economics and Law

BANCA, CREDITO, ASSICURAZIONI

Prof. Franco Ellena

MOD. B

e-mail: -

degree course: EBAM/ebfa

degree class: L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/11

module type: -

semester: n/i

didactical methods:

Classroom Lectures

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

assessment of the organizational structure, control systems and balance of an insurance company

prerequisites:

no

content:

assessment of the organizational structure, control systems and balance of an insurance company

University of Macerata, Department of Economics and Law

BILANCIO CONSOLIDATO

Prof.ssa Francesca Bartolacci

e-mail: bartolacci@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

Work Groups

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Marchi Luciano, Zavani Mauro, Branciarri Sergio (a cura di), *Economia dei gruppi e bilancio consolidato - III edizione*, Giappichelli, Torino, 2010,

aims:

Learning consolidated financial statement making process.

prerequisites:

Business aggregations and accounting.

content:

This course is based on the analysis of the consolidated financial statement making process both from the national (OIC) and international accounting rules (IAS/IFRS) point of view. In the lessons will be done exercises on the construction and analysis processes.

University of Macerata, Department of Economics and Law

CONTRATTI FINANZIARI ATIPICI ED ASSICURATIVI

Prof. Enrico Damiani

MOD. A

e-mail: damiani@unimc.it

degree course: CDA/p **degree class:** LM-77

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: IUS/01

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) E. Damiani (a cura di), *I nuovi contratti finanziari*, Esi, Napoli, 2008,

aims:

Knowledge of the principals financial contracts in commercial practice.

prerequisites:

Knowledge of institution of private law

content:

The concept of atypical contracts. The contracts of ethical finance. The securitization of credits. The project financing. The trust. The leveraged buyout.

CONTRATTI FINANZIARI ATIPICI ED ASSICURATIVI

Prof. Tommaso Febbrajo

MOD. B

e-mail: t.febbrajo@unimc.it

degree course: CDA/p **degree class:** LM-77

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: IUS/01

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Campobasso, (A) GF. *Campobasso Diritto commerciale, Vol III, Contratti, titoli di credito, procedure concorsuali*, Utet, Torino, 2009, capitolo sul contratto di assicurazione

aims:

Knowledge of the main financial contracts more common in commercial practice and regulation of the insurance contract.

prerequisites:

private and commercial law

content:

Contract and insurance company. The types of insurance. Discipline of the insurance contract. Insurance against damage. The liability insurance. The life insurance.

University of Macerata, Department of Economics and Law

CORSO DI AZZERAMENTO DI MATEMATICA GENERALE

Prof.ssa Carolina Latini

A-L

e-mail: carolina.latini@istruzione.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 0

Discipline Scientific Sector: SECS-S/06

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

assessment methods:

Il corso non prevede valutazione finale.

(A)=Adopted, (C)=Recommended textbooks:

1. (C) BERGAMINI TRIFONE BAROZZI, *MATEMATICA.AZURRO VOLUME 3*, ZANICHELLI, BOLOGNA, 2012, 568

aims:

NON PRESENTI

prerequisites:

NON PRESENTI

content:

NON PRESENTI

CORSO DI AZZERAMENTO DI MATEMATICA GENERALE

M-Z

Prof. Angelo Angeletti

e-mail: angelo.angeletti@virgilio.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 0

Discipline Scientific Sector: SECS-S/06

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

non è previsto alcun tipo di valutazione

(A)=Adopted, (C)=Recommended textbooks:

1. (A) A. Angeletti, *Azzeramento di Matematica Generale*, materiale online, Macerata, 2012,

aims:

x

prerequisites:

x

content:

x

University of Macerata, Department of Economics and Law

DIRITTO COMMERCIALE E DIRITTO BANCARIO

Prof. Maurizio Sciuto

e-mail: -

degree course: EBAM/ebfa

degree class: L-18

total hours of tuition: 80

European Credit Transfer and Accumulation System (ECTS): 12

Discipline Scientific Sector: IUS/04

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) G. F. Campobasso, *Diritto commerciale. Voll. I - II - II*, Utet, Torino, 2009, Limitatamente agli argomenti indicati nel programma
2. (C) P. Spada, *Diritto commerciale. Vol. II Elementi*, Cedam, Padova, 2009,

aims:

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prerequisites:

It is required the knowledge of Civil Law

content:

Commercial Law: an introduction.

Definition of enterprise.

Classes of entrepreneur.

Provisions governing the entrepreneurial activities.

The firm.

Competition Law. Consortium of entrepreneurs.

Partnerships

Companies: introduction

Joint-stock company

Limited liability company

Banking contracts

University of Macerata, Department of Economics and Law

DIRITTO COMMERCIALE E FISCALITA' D'IMPRESA

Prof. Andrea Luigi Niutta

DIRITTO COMMERCIALE

e-mail: andrealuigi.niutta@unimc.it

degree course: EBAM/ea, EBAM/eci

degree class: L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: IUS/04

module type: -

semester: n/i

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) B. LIBONATI, *Corso di diritto commerciale*, Giuffrè, Milano, 2009, capp. 1-2, 4-7, 11-15, 18-19

aims:

The course relates to commercial law, with specific reference to the law of firm and company, as due to the D.Lgs Nr. 6/2003 and subsequent amendments.

prerequisites:

Knowledge of the sources of law; knowledge of institutions and basic categories of private law, public law and law of economics.

content:

The course relates to commercial law, with specific reference to the law of firm and company, as due to the D.Lgs Nr. 6/2003 and subsequent amendments.

University of Macerata, Department of Economics and Law

DIRITTO DEGLI INTERMEDIARI FINANZIARI

Prof. Andrea Luigi Niutta

e-mail: andrealuigi.niutta@unimc.it

degree course: MIF **degree class:** LM-77
total hours of tuition: 60
European Credit Transfer and Accumulation System (ECTS): 9
Discipline Scientific Sector: IUS/05
module type: -
semester: II Semestre

didactical methods:
Classroom Lectures

assessment methods:
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) S. Amorosino (a cura di), *Manuale di diritto del mercato finanziario*, Giuffrè, Milano, 2008, da concordare con il docente

aims:

Knowledge about the regulation of financial intermediaries in particular:

1. type of subject of intermediaries;
2. independent powers of the authorities;
3. discipline crisis.

prerequisites:

Knowledge of the system of sources of law; knowledge of institutions and basic categories of private law and public law.

content:

The course aims to analyze the most recent regulation of financial intermediaries, based on the Consolidated Law on Finance, as updated following the law on savings. Are thoroughly analyzed the new list of investment services and accessories, in particular the rules of the SGR and the Fund, and standing on the types of securities investment funds in Italy and the open character of the contract relating to the funds-cash accounts. A part of the course is devoted to the duties of intermediaries to customers and profiles of possible liability.

University of Macerata, Department of Economics and Law

DIRITTO DEI CONSUMATORI E DEI RISPARMIATORI

Prof. Tommaso Febbrajo

e-mail: t.febbrajo@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: IUS/01

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) T. Febbrajo, *Profili di diritto dei consumatori*, EUM, Macerata, 2010,

aims:

To provide a complete and critical knowledge about consumer and "financial services buyer" laws, through the analysis of the main European and Italian legislation.

prerequisites:

Private law basic knowledge

content:

- 1) The "consumerism" and the consumer law in Italy
- 2) The consumer's rights in Europe and in Italy
- 3) The competition's discipline
- 4) Consumer's information and advertising
- 5) The Consumer credit
- 6) The mass contracts
- 7) Sale's contract and the others consumer's agreements
- 8) Financial services
- 9) Product's safety and the producer's liability
- 10) Remedies

University of Macerata, Department of Economics and Law

DIRITTO DEI TRASPORTI

Prof. Stefano Pollastrelli

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degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: IUS/06

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) M. Casanova - M. Brignardello, *Diritto dei trasporti. La disciplina contrattuale*, Giuffrè, Milano, 2012, 402

aims:

The aim of this course is to provide a detailed commentary on the various national and international legislations relating of carriage by road, rail, air and sea.

prerequisites:

(none)

content:

The aim of this course is to provide a detailed commentary on the various national and international legislations relating of carriage by road, rail, air and sea. The liability of the carrier and extent of compensation for damage and all other important contracts in transport law.

University of Macerata, Department of Economics and Law

DIRITTO DEL LAVORO

Prof. Filippo Olivelli

e-mail: f.olivelli@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: IUS/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) M PERSIANI, G. PROIA,, *Contratto e rapporto di lavoro*, Cedam, Padova, 2011,
2. (A) M. CINELLI, *Il rapporto previdenziale*, Il Mulino, Bologna, 2011, capitoli da I a IV

aims:

The course aims to provide students the legal knowledge and skills to face the present day labour market and how to protect working force.

prerequisites:

Knowledge of Italian civil law.

content:

Employee and autonomous labour, labour market and employee protection.

University of Macerata, Department of Economics and Law

DIRITTO DEL MERCATO FINANZIARIO

Prof. Andrea Luigi Niutta

e-mail: andrealuigi.niutta@unimc.it

degree course: MIF **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: IUS/05
module type: -
semester: I Semestre

didactical methods:
Classroom Lectures

assessment methods:
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) R. COSTI,, *Il mercato mobiliare*, Giappichelli, Torino, 2010, capp. I e III, capp. VI e VIII

aims:

The course aims to acquire knowledge about the type of new financial products, a distinction with regard to regulation of their markets and the consequences of their movement.

prerequisites:

Knowledge of the system of sources of law; knowledge of institutions and basic categories of private law and public law.

content:

The course analyzes the most recent regulation of financial markets. It thoroughly analyzes the concepts of financial instruments, securities and financial products, as well as markets for financial derivatives, which correspond to specific types of negotiations, such as futures, swaps and options, and financial products such as asset-backed securities, hedge funds, ETFs, real estate funds and closed-end funds. In particular, the course examines the law of regulated markets and unregulated markets in view of market supervision and regulation of crisis. Finally, we will explore the discipline of the appeal to the popular savings (OPA).

University of Macerata, Department of Economics and Law

DIRITTO DELLE SOCIETA' QUOTATE

Prof. Ettore Fazzutti

e-mail: _

degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: IUS/04

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) P. MONTALENTI - S. BALZOLA, *La società per azioni quotata*, Zanichelli, Bologna, 2010,

aims:

Knowledge of the law related to companies with shares listed on the stock market.

prerequisites:

Knowledge of company law, related in particular to corporations.

content:

1. Companies with shares listed on the stock exchange: the discipline of Civil Code.
2. Companies with shares listed on the stock exchange: the Special discipline (TUF).

University of Macerata, Department of Economics and Law

DIRITTO DELL'UNIONE EUROPEA

Prof.ssa Benedetta Ubertazzi

e-mail: benedetta.ubertazzi@unimc.it

degree course: CDA **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: IUS/14
module type: -
semester: I Semestre

didactical methods:

Classroom Lectures
Practice Course
Work Groups
Seminars

assessment methods:

Written Examination
Oral Examination
il corso prevede lezioni frontali del docente e la partecipazione attiva degli studenti in aula viene valutata ai fini dell'esame. La frequenza è valutata.

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Adelina Adinolfi, Giorgio Gaja, *introduzione al diritto dell'Unione europea*, laterza, roma, 2010, 224
2. (A) Fausto Pocar, *Diritto dell'Unione europea*, Giuffrè, Milano, 2010, 348

aims:

By the end of the course students will have acquired a basic knowledge of the European Union's institutional system and will have learned to find and use legal materials, including case law, originating within this system

prerequisites:

None

content:

EU institutions, case-law, sources, Relationship between EU law and national law, EU human rights, external competences, four freedoms, monetary union, unfair competition law, state aids, EU private international law

University of Macerata, Department of Economics and Law

DIRITTO FALLIMENTARE

MOD. A

Prof. Emiliano Marchisio

e-mail: emiliano.marchisio@gmail.com

degree course: CDA/p **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: IUS/04

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Seminars

Le lezioni potranno essere tenute congiuntamente ad esperti esterni o sostituite da convegni o seminari organizzati ad hoc.

assessment methods:

Written Examination

Oral Examination

In caso di affollamento a singole date di esami sarà adottato un pre-esame scritto secondo il regolamento che sarà comunicato.

(A)=Adopted, (C)=Recommended textbooks:

1. (C) AA.VV., *Diritto fallimentare. Manuale breve*, Giuffrè, Milano, 2008,
2. (C) Guagliumucci, *Diritto fallimentare*, Giappichelli, Torino, 2012,

aims:

Acquire basic knowledge of insolvency law and the main case law on the most relevant issues relevant thereto.

prerequisites:

Commercial Law

Civil Procedure Law (for Law students)

content:

Bankruptcy and insolvency law, including the so called "rescue" procedures of distressed firms.

University of Macerata, Department of Economics and Law

DIRITTO FALLIMENTARE

MOD. B

Prof. Fabio Cossignani

e-mail: fabiocossignani@libero.it

degree course: CDA/p **degree class:** LM-77

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: IUS/04

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Carratta Antonio, *Procedure concorsuali (riforma delle): II) Profili processuali*, Enciclopedia Giuridica Treccani, Roma, 2006,
2. (A) Carratta Antonio, *Fallimento: X) Liquidazione e ripartizione dell'attivo*, Enciclopedia Giuridica Treccani, roma, 2009,

aims:

Knowledge and useful tools for interpretation of bankruptcy law and associated constitutional principles, expecially referring to procedural aspects.

prerequisites:

Basic knowledge of civil procedure law, commercial law and public law.

content:

Analysis of the procedures governing bankruptcy law, expecially referring to the opening, conduct and closure of insolvency proceeding.

University of Macerata, Department of Economics and Law

DIRITTO REGIONALE

Prof. Giulio Salerno

e-mail: salerno@unimc.it

degree course: CDA **degree class:** LM-77
total hours of tuition: 60
European Credit Transfer and Accumulation System (ECTS): 9
Discipline Scientific Sector: IUS/09
module type: -
semester: I Semestre

didactical methods:
Classroom Lectures

assessment methods:
Oral Examination
Mid-Course Test

(A)=Adopted, (C)=Recommended textbooks:

1. (A) L. Califano - G.M. Salerno (a cura di), *Lineamenti dell'ordinamento della Regione Marche*, Giappichelli, Torino, 2012, tutto

aims:
Knowledge of the law of "Regione Marche"

prerequisites:
Institutions of public law

content:
HISTORICAL AND INSTITUTIONAL PROFILES
THE NEW STATUTE OF THE REGION
PROGRAMMATIC PROVISIONS, BASIC PRINCIPLES AND HUMAN RIGHTS
REGIONAL ORGANIZATION
REGIONAL LAW
REGIONAL ADMINISTRATION
JURISDICTION AND CONSTITUTIONAL CONFLICTS
REGIONAL FINANCE
THE CONNECTIONS WITH THE STATE AND OTHER LOCAL AUTONOMIES
INTERNATIONAL AND UE RELATIONS
THE REGIONAL POLICY OF UE

DIRITTO SOCIETARIO

Prof. Ettore Fazzutti

e-mail: _

degree course: EBAM/ea **degree class:** L-18
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: IUS/04
module type: -
semester: II Semestre

didactical methods:
Classroom Lectures

assessment methods:
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) AA.VV., *Diritto delle società (Manuale breve)*, Giuffrè, Milano, 2008, escluse le parti riferibili esclusivamente alla società per azioni
2. (C) G.F. CAMPOBASSO, *Diritto commerciale. 2. Diritto delle società*, UTET, Torino, 2009, escluse le parti riferibili esclusivamente alla società per azioni

aims:

The course has the aim to increase awareness of the societal phenomenon in relation to other associated phenomena, as well as the study of corporate types from different companies.

prerequisites:

Knowledge of Commercial Law.

content:

1. The companies in general and other associated phenomena.
2. Partnerships (ordinary partnership and limited partnerships); irregular companies.
3. Corporations other than the company
4. The dissolution of the corporation.
5. Groups of companies, management and coordination of the Company.
6. Transformation, merger and demerger of companies.
7. Mutual companies.

ECONOMIA AZIENDALE

Prof.ssa Antonella Paolini

e-mail: paolini@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Luciano Marchi (a cura di), *Introduzione all'economia aziendale. Il sistema delle operazioni e le condizioni di equilibrio*, Giappichelli, Torino, 2006, integralmente

aims:

The aim of the course is to provide students with a basic accounting knowledge. The course covers all important fields of financial accounting and represents the indispensable background for subsequent courses.

prerequisites:

(none)

content:

1. Inputs;
2. bookkeeping system: investments & financing model;
3. the main accounting transactions (purchases, sales, debt and equity financing);
4. income determination and evaluation;
5. income statement and statement of assets and liabilities;
6. the conditions of economic, financial and patrimonial equilibrium;
7. business strategy: an introduction to strategy.

University of Macerata, Department of Economics and Law

ECONOMIA AZIENDALE (VS)

Prof. Bruno maria Franceschetti

e-mail: bmfranceschetti@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/07

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) L. Marchi (a cura di), *"Introduzione all'economia aziendale. Il sistema delle operazioni e le condizioni di equilibrio aziendale"*, Giappichelli EDITORE, Torino, 2006, tutto

aims:

To provide students with the basic elements of Business Administration

prerequisites:

(none)

content:

- Inputs
- The business system and its characteristics
- The organisational set up of the business
- Funding
- The acquisition of the factors of production
- Sale
- Capital and income
- The logic and system of values connected with management operations
- Introduction to double entry theory
- Recording the main transactions
- Introduction to financial statements
- Introduction to financial statements analysis
- Business strategy principles.

University of Macerata, Department of Economics and Law

ECONOMIA DEI GRUPPI E DELLE RELAZIONI INTERNAZIONALI

Prof.ssa Francesca Bartolacci

e-mail: bartolacci@unimc.it

degree course: EBAM/eci

degree class: L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/07

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Work Groups

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Marchi Luciano, Zavani Mauro, *Economia dei gruppi e bilancio consolidato: una interpretazione degli andamenti economici e finanziari - III edizione*, Giappichelli, Torino, 2010, Parte I - Parte II (I e IV capp.)

aims:

Learning the business aggregations

prerequisites:

Business administration

content:

The aim of the course is to analyse the different kind of relations that companies could organized (informal and formal: contractual and equity aggregation). In the course some important aspects of these relations are examined: their origins, their development, their management, their governance and their financial implications.

ECONOMIA DEI MERCATI E DELLE ISTITUZIONI FINANZIARIE

Prof. Mauro Marconi

e-mail: marconi@unimc.it

degree course: MIF **degree class:** LM-77

total hours of tuition: 80

European Credit Transfer and Accumulation System (ECTS): 12

Discipline Scientific Sector: SECS-P/01

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Work Groups

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Michele Bagella, *Il sistema finanziario internazionale*, Giappichelli, Torino, 2007,
2. (A) Giacomo Vaciago, Giovanni Verga, *Efficienza e stabilità dei mercati finanziari*, il Mulino, Bologna, 1995,
3. (A) Banca dei Regolamenti Internazionali, *Rapporto annuale*, BRI, Basilea, 2008,
4. (A) Reinhart C.M.; Rogoff K.S., *Questa volta è diverso. Otto secoli di follia finanziaria*, Il Saggiatore, Milano, 2010,

aims:

Knowledge and understanding of the structure of the international financial system. The efficiency of financial markets and their regulation.

prerequisites:

Microeconomics

Macroeconomics

Monetary economics

content:

- Financial structure and globalization.
- Evolution of credit market from the model originate to hold to the model originate to distribute.
- Securitization.
- Pricing of financial instrument.
- Rating.
- Credit risk transfert: CDS.
- Resecuritization.
- Resilience and fragility of the global financial systems.
- Regulation of financial systems.

University of Macerata, Department of Economics and Law

ECONOMIA DEI MERCATI FINANZIARI (LINGUA INGLESE)

Prof.ssa Domenica Tropeano

e-mail: tropeano@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/01

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Work Groups

Seminars

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

The main objective is to make the students understand how international financial markets work in reality and not only in textbook descriptions.

prerequisites:

basic knowledge of macroeconomics, financial instruments and markets.

content:

There is a descriptive part on various financial contracts in derivatives instruments. It follows a more applied part on the use of these instruments, old and new, in international financial markets now. In particular the role that derivatives have played in recent financial crises will be highlighted. The proposals for reform of the financial system and regulation after the recent financial crises will be discussed.

ECONOMIA DELLE ISTITUZIONI

Prof. Paolo Ramazzotti

e-mail: ramazzotti@unimc.it

degree course: CDA/g **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/02

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) F. Caffè, *Lezioni di politica economica*, Bollati Boringhieri, Torino, 1990, Cap. 3, parr. 1-7
2. (A) D.C. North, *Istituzioni, cambiamento istituzionale, evoluzione dell'economia*, Il mulino, Bologna, 1994, Cap. 1
3. (A) A.A. Schmid, *Tra economia e diritti: proprietà, potere e scelte pubbliche*, il Mulino, Bologna, 1988, Capp. 1, 2
4. (A) H. A. Simon, *Razionalità, impresa e informazione - Letture di microeconomia*, G. Giappichelli, Torino, 1993, "Dalla razionalità sostanziale alla razionalità procedurale"
5. (A) K.W. Kapp, *Economia e ambiente. Saggi scelti*, nd, nd, 1991, "L'economia come sistema aperto e le sue implicazioni"
6. (A) A. Sen, M.C. Marcuzzo, A. Roncaglia (a cura di) *Saggi di economia politica*, Clueb, Bologna, 1998, "Beni e persone"
7. (A) H. Minsky, *Potrebbe ripetersi? Instabilità e finanza dopo la crisi del '29*, Einaudi, Torino, 1984, "Finanza e profitti: la natura mutevole dei cicli economici americani"
8. (A) M. Tonveronachi, *Moneta e Credito, vol. 63 n. 249*, The Levy Economics Institute, scaricabile online da: <http://scistat.cilea.it/index.php/MonetaeCredito/article/view/162/101>, 2010, "Cominciamo a parlare della prossima crisi"
9. (A) L. Gallino, *L'impresa irresponsabile*, Einaudi, Torino, 2005, seconda parte

aims:

The course focuses on 1) the interaction between the institutional structure of the economy and the economic system; 2) the relation between institutions and economic ends; 3) recent institutional changes and evolution of the world economy

prerequisites:

basic microeconomics and macroeconomics

content:

1. Social costs and public institutions
2. Institutional soluzioni to asymmetric information
3. Theories of the firm in New Institutionalism
4. Rights and the market
5. Rationality, choice and aspiration levels
6. Organizations and knowledge
7. Institutions and development
8. Financial institutions and the instability of capitalism
9. Institutions and recent economic change
10. Firms and institutional setup

ECONOMIA DELL'IMPRESA (LINGUA INGLESE)

Prof. Paolo Ramazzotti

e-mail: ramazzotti@unimc.it

degree course: CDA **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/02
module type: -
semester: I Semestre

didactical methods:
Classroom Lectures

assessment methods:
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Richard N. Langlois, *Journal of Management Studies*, nd, nd, 2007, "The entrepreneurial theory of the firm"
2. (A) Oliver E. Williamson, *Journal of Economic Perspectives*, nd, nd, 2002, "The Theory of the Firm as Governance Structure: From Choice to Contract"
3. (A) Patrick Cohendet, Patrick Llerena, http://www.druid.dk/uploads/tx_picturedb/ds1998-11.pdf, mimeo, Copenhagen, 1998, "Theory Of The Firm In An Evolutionary Perspective: A Critical Development"
4. (A) Michael G. Jacobides, Sidney G. Winter, *Journal of Management Studies*, nd, nd, 2007, "Entrepreneurship and Firm Boundaries: The Theory of A Firm"
5. (A) Anne Mayhew, *Is Economics an Evolutionary Science? The Legacy of Thorstein Veblen*, Elgar, Cheltenham, 2000, "Veblen and Theories of the 'Firm'"
6. (A) Martin Stack, Myles P. Gartland, *Journal Of Economic Issues*, nd, nd, 2003, "Path Creation, Path Dependency, and Alternative Theories of the Firm"
7. (A) Pietro Frigato, Francisco Javier Santos-Arteaga, *Social Costs Today: Institutional Analyses of the Present Crises*, Routledge, London, 2012, "Planned obsolescence and the manufacture of doubt. On social costs and the evolutionary theory of the firm"
8. (A) Paolo Ramazzotti, *Cambridge Journal of Economics*, nd, nd, 2009, "Industrial Districts, Social Cohesion And Economic Decline In Italy"
9. (A) William Lazonick, Mary O'Sullivan, *Economy and Society*, nd, nd, 2000, "Maximizing shareholder value: a new ideology for corporate governance"
10. (A) Claude Serfati, *Journal of Innovation Economics*, nd, nd, 2008, "Financial dimensions of transnational corporations, global value chain and technological innovation"

aims:

The aim is to provide a basic understanding of three features of the firm: its internal organization, its interaction with the markets it operates in and the relation between its strategies and the economy.

prerequisites:

knowledge of basic microeconomics

content:

1. Firms and entrepreneurship
2. Firms as governance structures
3. Firms and evolution
4. Boundaries
5. The firm and the economic system
6. Social costs of business enterprises
7. Path dependence and path creation
8. Industrial districts
9. Shareholder value
10. Transnationalization

University of Macerata, Department of Economics and Law

ECONOMIA DELL'INTERNAZIONALIZZAZIONE

Prof. Luca De benedictis

e-mail: debene@unimc.it

degree course: CDA **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/01
module type: -
semester: I Semestre

didactical methods:

Classroom Lectures
Practice Course
Work Groups
Seminars
elaborazione dati al computer

assessment methods:

Written Examination
Il voto d'esame include la valutazione della partecipazione dello studente in aula
(per gli studenti frequentanti)

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Giorgio Barba Navaretti e Anthony Venables, *Le multinazionali nell'economia mondiale*, Il Mulino, Bologna, 2006,
2. (A) Giorgio Basevi, Giacomo Calzolari, Gianmarco Ottaviano, *Economia Politica degli Scambi Internazionali*, Carocci, Roma, 2002, capp. 2-4-8-9

aims:

The aim of the course is to introduce the audience into the main determinants of the firm's choice to sell internationally and to the effects on the local and the host market of the presence of multinational firms.

prerequisites:

Microeconomics, International Economics, Statistics

content:

Firms international activities: introductio
The determinants of international production
International fragmentation of production
Localizational choice of firms
R&D choices and localization
The effects of FDI on the host and home country
Policy instruments
The internationalization of production in Italy

ECONOMIA E GESTIONE DELLE IMPRESE E MARKETING

MOD. A

Prof.ssa Elena Cedrola

e-mail: elena.cedrola@unimc.it

degree course: EBAM/ea **degree class:** L-18
total hours of tuition: 60
European Credit Transfer and Accumulation System (ECTS): 9
Discipline Scientific Sector: SECS-P/08
module type: -
semester: n/i

didactical methods:

Classroom Lectures
Practice Course
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Sergio Sciarelli, *La gestione dell'impresa*, Cedam, Padova, 2011, Il dettaglio dei capitoli verrà indicato a lezione e successivamente pubblicato nelle pagine internet dedicate al corso
2. (C) Franco Fontana - Matteo Caroli, *Economia e Gestione delle Imprese*, McGraw-Hill, Milano, 2006,
3. (A) Blythe Jim, Cedrola Elena, *Fondamenti di Marketing*, Pearson Prentice Hall, Milano, 2010,

aims:

The course aims to provide the basic tools to understand companies, their activities and relationships in the environment. The second part focuses on marketing.

prerequisites:

Principles of microeconomic
Principles of business administration

content:

The course, after taking into consideration the major theories on governance, analyzes the relationships of the firm with the main categories of stakeholders.

It also describes patterns and processes that enable management to define and achieve the objectives of the business.

The second part of the course focuses on the analysis of models, methodologies and techniques to manage the marketing function.

ECONOMIA E GESTIONE DELLE IMPRESE E MARKETING

Prof.ssa Patrizia Silvestrelli

MOD. B

e-mail: patrizia.silvestrelli@unimc.it

degree course: EBAM/ea

degree class: L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-P/08

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Practice Course

Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

The aim of the course is to describe the firm as a competitive system and illustrate the strategic and organizational issues of the production and logistic activities.

prerequisites:

Principles of microeconomics

content:

The firm as a competitive system

Types of manufacturing processes

Plants layout

Analysis of the concepts of quality, time and flexibility in production systems

Supply chain management and integrated logistics

ECONOMIA E STRUMENTI DEGLI INTERMEDIARI FINANZIARI

MOD. A

Prof. Alessandro Giovanni Grasso

e-mail: alessandrogiovanni.grasso@unimc.it

degree course: EBAM/ea, EBAM/ebfa **degree class:** L-18
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 9, 6
Discipline Scientific Sector: SECS-P/11
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Banfi A., Biasin M., Oriani M., Raggetti G.M., *Economia degli Intermediari Finanziari*, Isedi, Torino, 2011,

aims:

To provide knowledge of the functions and components of the financial system, within the regulatory framework.

prerequisites:

Business Economics, General Mathematics, Financial Mathematics

content:

1. Operators and functions of the financial system.
2. Circuits of intermediation.
3. Currency and payment system.
4. Banks and monetary policy.
5. Financial regulation .
6. Financial markets.
7. Financial intermediary .

ECONOMIA E STRUMENTI DEGLI INTERMEDIARI FINANZIARI

MOD. B

Prof.ssa Nicoletta Marinelli

e-mail: nicoletta.marinelli@unimc.it

degree course: EBAM/ebfa **degree class:** L-18
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/11
module type: -
semester: n/i

didactical methods:

Classroom Lectures
Practice Course
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) L. Munari, *Strumenti finanziari e creditizi. Dai bisogni alle soluzioni.*, McGraw Hill, Milano, 2011,

aims:

The course gives an overview of financial and credit instruments currently on the market, with particular attention to the methodologies necessary to understand the technical and economic characteristics of the products.

prerequisites:

Mathematics, Business Administration, Financial Mathematics

content:

FINANCIAL INSTRUMENTS

- . Italian Government Bonds
- . Corporate Bonds
- . Equities
- . Monetary instruments
- . Investment funds and SICAV

BANKING PRODUCTS FOR INVESTING

- . Bank and postal deposits
- . Certificates of deposits
- . Repo

BANKING PRODUCTS FOR FINANCING

- . Direct short-term monetary credits
- . Trade receivables discount
- . Direct long-term monetary credits

PAYMENT INSTRUMENTS

DERIVATIVES

- . Forward
- . Future
- . Swap
- . Option
- . Structured bonds (notes)

INSURANCE AND PENSION PRODUCTS

University of Macerata, Department of Economics and Law

ECONOMIA E TECNICA DEGLI SCAMBI INTERNAZIONALI

Prof.ssa Patrizia Silvestrelli

e-mail: patrizia.silvestrelli@unimc.it

degree course: EBAM/eci **degree class:** L-18
total hours of tuition: 60
European Credit Transfer and Accumulation System (ECTS): 9
Discipline Scientific Sector: SECS-P/08
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course
Work Groups
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) ELENA CEDROLA, *Il marketing internazionale per le piccole e medie imprese*, McGraw-Hill, Milano, 2005, I capitoli verranno indicati durante lo svolgimento del corso

aims:

The aim of the course is to describe the internationalization process of firms, focusing on internationalization modes, ways of entry in foreign markets and international relationships among firms.

prerequisites:

None

content:

Markets globalization
Internationalization process of firms
The models of internationalization
The firm's orientation towards foreign markets: the ethnocentric, polycentric and global approach
Internationalization information requirements
Analysis of foreign markets and entry barriers
Methods for selecting world markets
Entry modes in international markets: Export-based entry (indirect exporting - direct exporting), Integration and Direct Investments
Infra e inter-relationships within the internationalized value chain
Organizational structures for internationalization

ECONOMIA INTERNAZIONALE

MOD. A

Prof. Luca De benedictis

e-mail: debene@unimc.it

degree course: EBAM/eci

degree class: L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/01

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Work Groups

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) Paul Krugman e Maurice Obstfeld, *Economia Internazionale vol.1*, Tompson, Milano, 2006,
2. (C) Robert Feenstra e Alan Taylor, *Economia Internazionale vol.1*, Mc Graw Hill, Milano, 2009,
3. (C) Giuseppe de Arcangelis, *Economia Internazionale*, Mac Graw Hill, Milano, 2012,

aims:

This is an introductory course in International Trade, focusing both on trade theory and trade policy. The main objective is to give students the basic notions of the topic.

prerequisites:

Microeconomics

content:

1. Globalization
2. Specialization and Comparative Advantages
3. The Classic trade models Ricardo; Heckscher-Ohlin-Samuerson; Helpman-Krugman; Melitz
4. Trade and income distribution: Ricardo-Viner.
5. Factor movements.
6. Geography and trade.
7. Free trade and protectionism.
8. Trade policy: tariffs, subsidies and the new protectionism
9. Protectionism and game theory.
10. The WTO

ECONOMIA INTERNAZIONALE

MOD. B

Prof.ssa Domenica Tropeano

e-mail: tropeano@unimc.it

degree course: EBAM/eci

degree class: L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/01

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Work Groups

Seminars

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) Krugman, Paul Obstfeld Maurice, Melitz Marc, *Economia Internazionale 2*, PEARSON, Milano-Torino, 2012, tutto

aims:

The main objective of the course is to extend the macroeconomics of a closed economy to an open one. Another objective is to make students understand the evolution of the contemporary economy in an international context.

prerequisites:

basic macroeconomics and monetary economics

content:

National Accounting and Balance of Payments.

Exchange rates and exchange rates markets.

Approaches to the determination of the exchange rate.

Money, interest rates and exchange rates.

Price level and exchange rate in the long run.

Production and exchange rate in the short period.

Fixed exchange rates and interventions in foreign exchange markets.

The international monetary system.

ECONOMIA MONETARIA E CREDITIZIA

Prof. Mauro Marconi

e-mail: marconi@unimc.it

degree course: EBAM/ebfa

degree class: L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/01

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Work Groups

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Arcelli, Mario, *L'economia monetaria e la politica monetaria dell'Unione Europea*, CEDAM, Torino, 2007,
2. (A) Paesani, Paolo, *Macroeconomia*, Giappichelli, Torino, 2010,
3. (C) Alessandrini, Pietro, *Economia e politica della moneta*, il Mulino, Bologna, 2011,

aims:

The knowledge and understanding of the relationship among financial and monetary markets. Risks and uncertainty. The role of monetary policy and aggregate economic activity.

prerequisites:

Microeconomics.

Macroeconomics.

content:

- Quantitative monetary theory.
- Demand for money and "Treatise on Money".
- Preference of liquidity.
- Portfolio choice and asset accumulation.
- Monetary policy.

University of Macerata, Department of Economics and Law

ELEMENTI DEL CALCOLO DELLE PROBABILITA' E TEORIA MATEMATICA DEL PORTAFOGLIO FINANZIARIO

Prof. Roy Cerqueti

e-mail: roy.cerqueti@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-S/06

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Seminars

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) D'Ecclesia Gardini, *Apunti di Matematica Finanziaria vol 2*, Giappichelli, Torino, 1998,

aims:

The scope of this course is to provide a quantitative skillout regarding portfolio theory and finance, with a particular focus on the probabilistic methods

prerequisites:

Mathematics - basic courses

Statistics

Classical financial mathematics

content:

Probability (3 CFU)

A primer on stochastic processes, Markov chains, Chapman-Kolmogorov equations, stationary probabilities

Portfolio Theory (6 CFU)

Random amounts, expected value, expected utility, mean-variance framework, portfolio selection, Markowitz' model, stochastic dominance.

University of Macerata, Department of Economics and Law

FINANZA AZIENDALE

Prof.ssa Barbara Fianza

e-mail: fidanza@unimc.it

degree course: MIF **degree class:** LM-77

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/09

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) BERK J., DE MARZO P., *Finanza Aziendale 1*, Pearson Addison Wesley, Milano, 2008, capitoli 3, 4, 6, 7 (fino a § 7.2 incluso), 9, 10 (escluso par. 10.9), 11, 12 (fino a par. 12.4 incluso), 14, 15, 16, 18

aims:

The aim of the course is to give a complete theoretical and practical framework of investing and financing decisions, focusing on their role in the creation of shareholders value.

prerequisites:

The company: its internal breakdown, its relations with the environment, theoretical instruments for its past and prospective analysis, the financial balance.

content:

The program consists of the following modules: - the financial value of time, opportunity cost of capital and the net present value rule; - economic return and the value of common stocks; - investment valuation rules; - portfolio theory and the Capital Asset Pricing Model; - risk and capital budgeting; - MM theory, costs of financial distress and pecking order theory; - making capital structure decisions; - interaction between investment and financing decisions: cost of capital and value.

FINANZIAMENTI DI AZIENDA

Prof. Alessandro Giovanni Grasso

e-mail: alessandrogiovanni.grasso@unimc.it

degree course: EBAM/ebfa **degree class:** L-18
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/11
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Cattaneo M., *Manuale di Finanza Aziendale*, Il mulino, Bologna, 1999, Cap. XIX
2. (A) Pavarani E., *Analisi Finanziaria*, McGraw-Hill, Milano, 2002, pag.455-468
3. (A) Forestieri G., *Corporate e Investment Banking*, Egea, Milano, 2007, I capitoli verranno indicati dal docente

aims:

Providing the tools to make assessments of the convenience of the different alternatives for financing the business with reference to the financial need.

prerequisites:

Financial Mathematics, General Mathematics, Business Economics

content:

- 1) to explain the choices of financial structure in the capital budgeting decisions by identifying the characteristics of the optimal financial structure;
- 2) to analyze the determinants of the cost of capital;
- 3) to analyze the determination of financial needs;
- 4) to provide the means of funding consistent with the type of financial needs;
- 5) analyze key corporate banking services:
- 6) to study the private equity
- 7) to study the project finance

University of Macerata, Department of Economics and Law

GEOGRAFIA DELLA GLOBALIZZAZIONE

Prof. Paolo Rovati

e-mail: paolo.rovati@unimc.it

degree course: CDA **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: M-GGR/01
module type: -
semester: I Semestre

didactical methods:

Classroom Lectures
Work Groups
Seminars

assessment methods:

Oral Examination
Non frequentanti: il testo adottato, con le relative pagine indicate, è obbligatorio.
Frequentanti: potranno, in alternativa, svolgere lavori monografici.

(A)=Adopted, (C)=Recommended textbooks:

1. (A) De Matteis - Lanza - Nano - Vanolo, *Geografia dell'economia mondiale*, UTET, Torino, 2010, Pagine: 1-170; 219-267.

aims:

To define the contents and methods of Geography of Globalization and to confront the interdependence among natural environment and economic activities through the knowledge of the territory and of the demographical dynamics.

prerequisites:

Basics of Cartography, History and Economics.

content:

- From Descriptive Geography to Geography of Globalization.
- The great geographical discoveries and the origin of globalization.
- North and South of the world: Development and Underdevelopment.
- Developed countries and underdeveloped countries.
- The Geography of New Industrialized Countries.
- Globalization and interdependence.
- Population distribution, demographical dynamics and recent migratory phenomena.
- Geographic elements of the State: territory, population and resources.
- Nationalisms and globalization.
- Environmental protection and sustainable development as economic factors.

University of Macerata, Department of Economics and Law

GEOGRAFIA DELLA GLOBALIZZAZIONE (LINGUA SPAGNOLA)

Prof. Paolo Rovati

e-mail: paolo.rovati@unimc.it

degree course: CDA **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: M-GGR/01
module type: -
semester: I Semestre

didactical methods:

Classroom Lectures
Work Groups
Seminars

assessment methods:

Oral Examination
El examen consistirá en la discusión de los trabajos realizados por el estudiante sobre alguno de los temas tratados durante las clases.

(A)=Adopted, (C)=Recommended textbooks:
(to be specified)

aims:

To define the contents and methods of Geography of Globalization. To confront the interdependence among natural environment and economic activities in the Iberian Peninsula and in Latin America.

prerequisites:

Basics of Cartography, History and Economics.

content:

- From Descriptive Geography to Geography of Globalization.
- State and Nation.
- Geographical elements of the State.
- Nationalisms and Globalization.
- The great geographical discoveries and the origin of globalization.
- Migratory movements.
- Development and Underdevelopment.
- Sustainable development.
- Elements of Geography of the Iberian Peninsula.
- Elements of Geography of Latin America

University of Macerata, Department of Economics and Law

GEOGRAFIA POLITICA ED ECONOMICA

Prof. Paolo Rovati

e-mail: paolo.rovati@unimc.it

degree course: EBAM/ea, EBAM/eci **degree class:** L-18
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: M-GGR/02
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Work Groups
Seminars

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) P. Dagradi e C. Cencini, *Compendio di Geografia Umana*, Pàtron, Bologna, 2003, Pagine: 13-23; 67-161; 323-337.
2. (A) P. Morelli, *Geografia Economica*, McGraw - Hill, Milano, 2010, Pagine: 17-50; 101-119; 175-204.

aims:

To treat the development and the most important stages of geographic thought. To confront, through the knowledge of the territory, the interdependence among natural environment, distribution of the population and economic activities of man.

prerequisites:

Basics of Cartography, History and Economics.

content:

- Historical Development of Human, Political and Economic Geography.
- Environmental balance and sustainable development as economic factors.
- Demographical dynamics and migratory phenomena.
- Geographic elements of the State.
- State and Nation: territorial organization.
- Development and Underdevelopment.
- Geography of economically emerging countries.
- Agricultural spaces.
- Industrial spaces.
- Urban spaces.

GESTIONE DEI RISCHI E STRUMENTI DERIVATI

Prof.ssa Nicoletta Marinelli

GESTIONE DEI RISCHI

e-mail: nicoletta.marinelli@unimc.it

degree course: MIF **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/11
module type: -
semester: n/i

didactical methods:

Classroom Lectures
Practice Course
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) A. Resti, A. Sironi, *Rischio e valore nelle banche. Misura, regolamentazione, gestione.*, Egea, Milano, 2008, capitoli 1-23

aims:

The aim of the course is to provide theoretical and empirical tools to identify, measure and manage the risks related to the banking activity.

prerequisites:

Financial mathematics, Statistics, Accounting, knowledge of banking activity

content:

INTRODUCTION

- . Banking activity and the balance-sheet of a bank
- . The main risks related to the banking activity and the role of capital in the perspective of prudential supervision

PART I: INTEREST RATE RISK

PART II: MARKET RISK

PART III: CREDIT RISK

PART IV: OTHER RISKS AND CAPITAL ALLOCATION

- . Liquidity risk
- . Operational risk
- . The regulation of banks' capital (the 1988 Basel Capital Accord and the New Basel Capital Accord)
- . The second and third pillars: principles and main content
- . Risk Reporting according to the IAS: analysis of sections E-F
- . New banks' capital regulation (Basel III)

GESTIONE DEI RISCHI E STRUMENTI DERIVATI

Prof.ssa Francesca Pampurini

STRUMENTI DERIVATI

e-mail: francesca.pampurini@unimc.it

degree course: MIF **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/11
module type: -
semester: n/i

didactical methods:

Classroom Lectures
Practice Course
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Pampurini F., *Le obbligazioni strutturate*, ISEDI, Torino, 2010,
2. (A) Hull J. C., *Opzioni futures e altri derivati*, Pearson/Prentice Hall, Milano, 2009, I capitoli verranno segnalati a lezione

aims:

The aim of the course is to provide a thorough understanding of the economic significance of financial derivatives and the analytical tools necessary to trade and price such instruments.

prerequisites:

A solid background in standard undergraduate calculus and statistics is helpful. Students must have a good knowledge of the basic financial instruments (equity and debt) and their valuation techniques. Microsoft Excel knowledge required.

content:

1. Symmetric derivative instruments
 - forward
 - financial futures
 - the role of the clearing house
 - valuation models
 - hedging techniques
 - arbitrage techniques
2. Asymmetric instruments: options
 - payoffs
 - strategies
 - pricing models:
 - binomial trees
 - Black-Scholes-Merton model
3. Structured products
 - equity linked bond
 - reverse floater
 - reverse convertible

Lessons will be followed by practical classes in which some pricing and hedging problems will be solved with the use of Microsoft Excel.

INFERENZA STATISTICA

Prof.ssa Luisa Scaccia

e-mail: scaccia@unimc.it

degree course: MIF **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-S/01
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course
Esercitazioni al computer attraverso l'ausilio del software excel

assessment methods:

Oral Examination
Prova pratica attraverso l'ausilio del software Excel

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Ross Sheldon M., *Probabilità e statistica per l'ingegneria e le scienze*, Apogeo, Milano, 2003, I-XII

aims:

The study of the fundamental principles and techniques of inferential statistics. The acquisition of the necessary tools to infer the characteristics of a population on the basis of a sample drawn from it.

prerequisites:

Mathematics
Statistics

content:

Random variables, fundamental theorems of inferential statistics. Basic concepts of bivariate statistical analysis. In particular, analysis of the interdependence between two qualitative variables, between two quantitative variables and of the dependence of a quantitative from a qualitative variable. Inferential tools used are chi-square test for the independence, test statistics for the correlation coefficient, linear regression model and one-way analysis of variance.

INFORMATICA

Prof. Francesco De angelis

e-mail: _

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: INF/01

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

Mid-Course Test

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Dennis P. Curtin, Kim Foley, Kunal Sen, Cathleen Morin, *Informatica di base 4/ed*, McGraw-Hill, Milano, 2008, 320
2. (C) Stefano Allegrezza, *Informatica di base. Conoscere e comprendere le risorse digitali nella società dell'informazione*, Edizioni simple, Macerata, 2009, 192

aims:

The objectives of the course are to provide students with the principles of organization of computer systems and the acquisition of methodologies to exploit their potential.

prerequisites:

None

content:

Computer architecture and CPU: Personal Computer. The microprocessor and memory chips. ROM and RAM. Interaction between the CPU and memory. Data bus.

The input/output: direct input, input devices, types of output. Printing systems.

Secondary memories. Storage media: hard disks and optical disks.

Concepts of operating systems and application programs. Main tasks of an operating system.

Spreadsheets: Introduction, data entering, charts and diagrams.

Basic principles of network architecture. Overview of transmission media and protocols.

Introduction to information systems.

Internet and WWW, principles for security.

University of Macerata, Department of Economics and Law

ISTITUZIONI DI DIRITTO PRIVATO

Prof. Enrico Damiani

e-mail: damiani@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: IUS/01

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) F. Ruscello, *Istituzioni di diritto privato, voll. 1 - 2 -4*, Giuffrè, Milano, 2007,
2. (C) P. Perlingieri, *Istituzioni di diritto civile*, ESI, Napoli, 2007,

aims:

Knowledge of the institutions of private law with particular regard to the obligations and contracts

prerequisites:

Knowledge of the institutions of constitutional law and the main provisions of the Civil Code

content:

Legal system - Sources of law- The private law - The pursuance of law - Juridical events - Juridical relationships and their situations - The incidence of time about the events concerning the juridical relationship - Facts and legal transaction - The publicity of juridical facts- Jurisdictional tutelage and the test of legal facts - Natural persons - Existential situations - Juridical persons and unrecognized bodies - Obligations - The events of obligations - Default and delay - The guarantees - The execution of the credit- The forming procedure of the contract- Substitution in contractual activity - Contract's unlawful - Execution of contract - Unlawful acts - Property - Situations of enjoyment - Possession

ISTITUZIONI DI DIRITTO PRIVATO (VS)

Prof. Tommaso Febbrajo

e-mail: t.febbrajo@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: IUS/01

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Paradiso, *Corso di Istituzioni di diritto privato*, Giappichelli, Torino, 2008, Capitoli 2, 3, 5, 6, 7, 8, 9, 10 - 39; 41; 42; 45; 46; 47; 48; 50 par. 3; 51.

aims:

To reach knowledge about basic notion of private law and technical language. To reach skill of making links within the system of codice civile.

prerequisites:

Knowledge of basic notions from Constitution

content:

- Moral and natural persons
- Property law
- Law of obligations
 - Contract law (Contractual formation; Offer and acceptance; Intention to be legally bound; Third parties; Formalities and writing; Bilateral v. unilateral contracts; Uncertainty, incompleteness and severance; Contractual terms; Misrepresentation; Mistake; Duress and undue influence; Incapacity; Illegal contracts; Remedies for breach of contract; Damages; Specific performance).
- Law of agency.
- Law of torts.

ISTITUZIONI DI DIRITTO PUBBLICO

Prof. Giulio Salerno

e-mail: salerno@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: IUS/09

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

Seminars

assessment methods:

Oral Examination

Mid-Course Test

(A)=Adopted, (C)=Recommended textbooks:

1. (A) M. Mazziotti di Celso - G.M. Salerno, *Istituzioni di diritto pubblico*, Cedam, Padova, 2012, tutti i capitoli
2. (C) L. Califano - G.M. Salerno (a cura di), *Lineamenti di diritto costituzionale della Regione Marche*, Giappichelli, Torino, 2012, Capitolo IV: L'organizzazione regionale a carattere fondamentale

aims:

Italian public law

prerequisites:

content:

- Law and legal regulations
- State
- Forms of State and Government. The European Union
- Constitutional history of Italian State
- Sources of law. general principles
- Sources of law.
- Basics of Italian Constitution
- Rights of freedom
- Conditions and institutions guaranteeing the rights
- The social and ethic matters
- The economic matters
- The political matters
- Elections and referendums
- Parliament
- President of the Republic
- Government
- Public administrations. "Subsidiary bodies"
- Courts
- Regions and local authorities
- Constitutional Court

University of Macerata, Department of Economics and Law

ISTITUZIONI DI DIRITTO PUBBLICO (VS)

Prof.ssa Barbara Malaisi

e-mail: malaisi@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: IUS/09

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) MAZZIOTTI DI CELSO - SALERNO, *ISTITUZIONI DI DIRITTO PUBBLICO*, CEDAM, PADOVA, 2012,
2. (C) AINIS-MARTINES, *Piccolo codice costituzionale (ULT. ED.)*, LED, Milano, 2011,

aims:

basic knowledge of italian public law

prerequisites:

(none)

content:

institutions, acts and activities of italian government sistem

University of Macerata, Department of Economics and Law

LAB. ECONOMIA E FINANZA DELLE IMPRESE DI ASSICURAZIONI

Prof.ssa Rosella Castellano

e-mail: castellano@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-S/06

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Oral Examination

Tesina di approfondimento.

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

Knowledge of the main technical-economic mechanisms of insurance and ability to analyze the audit institutions charged with its cost-effectiveness. Ability to assess the insurance risk.

prerequisites:

The student must possess basic knowledge of economics (micro and macro) and financial mathematics.

content:

- Some preliminary notions: the insurance risk; the random variable "duration of human life"; the function of survival and the probabilities of life and death.
- Life insurance: the pure premium; the principle of equivalence between a random amount of money and a certain amount of money; the mathematical reserve; the risk premium and the saving premium.
- Analysis of the main non-life and life insurance contracts.
- Analysis of the dynamics of the market after the liberalization and entry into the EU: relevant institutional aspects.

University of Macerata, Department of Economics and Law

LAB. MACROECONOMIA

Prof.ssa Raffaella Coppier

e-mail: raffaellacoppier@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-P/01

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Banca d'Italia, *Relazione Annuale della Banca d'Italia*, Banca d'Italia, Roma, 2009,

aims:

The aim of the course is to train economists who know how to use the theoretical tools learned in economic basic courses in order to be able to read and interpret trends in data.

prerequisites:

macroeconomics

content:

The course aims to bring the student to read and critical understanding of the economic section of the Report of the Banca d'Italia. The aim is to facilitate the use of statistical data in order to solicit critical reflections on contemporary economics.

University of Macerata, Department of Economics and Law

LAB. MATEMATICA 1

Prof.ssa Elisabetta Michetti

e-mail: michetti@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-S/06

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Esercitazioni in Laboratorio

assessment methods:

Prova Pratica

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

The course pursues the main instruments to use the software MATLAB to produce graphics of functions of one real variable. Economic applications are presented.

prerequisites:

Functions, Properties and Graphs

content:

Vectors and their operations, functions and their graphs using MATLAB, economic applications.

University of Macerata, Department of Economics and Law

LAB. MATEMATICA 2

Prof.ssa Elisabetta Michetti

e-mail: michetti@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-S/06

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Esercitazioni in Laboratorio

assessment methods:

Prova Pratica

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

The course pursues the main instruments to use the software MATLAB to solve unconstrained and constrained optimization problems and linear systems. Economic applications are presented.

prerequisites:

Linear algebra and two-variable functions

content:

Linear systems and solution using MatLab. Two-variable functions: plot with MatLab. Optimization toolbox.

University of Macerata, Department of Economics and Law

LAB. MATEMATICA FINANZIARIA

Prof.ssa Rosella Castellano

e-mail: castellano@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-S/06

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Mid-Course Test

- tesina su un argomento del corso e discussione con il docente

(A)=Adopted, (C)=Recommended textbooks:

1. (A) U. CHERUBINI - G. DELLA LUNGA, *Matematica finanziaria*, McGraw-Hill, Milano, 2002,

aims:

Visual Basic for Excel, programming language particularly suitable for developing applications related to financial mathematics.

prerequisites:

Calculus; mathematical finance.

content:

The workshop, departing significantly from traditional courses based exclusively on a classical didactic approach, aims to provide the necessary tools to manage the applications of classical Financial Mathematics.

In particular, topics of the program are experienced in the laboratory using essentially the programming language Visual Basic for Excel.

University of Macerata, Department of Economics and Law

LAB. MONITORAGGIO DEL CREDITO

Prof. Andrea Massitti

e-mail: andrea.massitti@tiscali.it

degree course: MIF **degree class:** LM-77

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-P/11

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Practice Course

Work Groups

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

credit monitoring, prevention anomalies

prerequisites:

analysis of financial statements; banking

content:

credit management positions or performing classified in accordance with the supervisory regulations

University of Macerata, Department of Economics and Law

LAB. SISTEMI CONTABILI INFORMATIZZATI

Prof. Matteo Principi

e-mail: matteo.principi@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-P/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

Basic knowledge of account in companies applied through an EDP software.

prerequisites:

Accounting and management courses.

content:

Buy and sell invoices.
Inventory.
Fiscal laws.
VAT.
Financial statement.

LABORATORIO CREDITI NON PERFORMING

Prof.ssa Fabiola Pietrella

MOD. A

e-mail: fabiola.pi@libero.it

degree course: MIF **degree class:** LM-77
total hours of tuition: 10
European Credit Transfer and Accumulation System (ECTS): 1
Discipline Scientific Sector: SECS-P/11
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Banca d'Italia, *Istruzioni di vigilanza*, Banca d'Italia, Roma, 2011, valutazione dei crediti

aims:

Relationship between economic and law in firm crisis.

prerequisites:

Business and administration
Banking and finance
Banckrupcty

content:

Now Performing Loans;
Securitation
Firm crisis
Banking contract
Default

LABORATORIO CREDITI NON PERFORMING

Prof.ssa Laura Palmieri

MOD. B

e-mail: avv.laurapalmieri@libero.it

degree course: MIF **degree class:** LM-77
total hours of tuition: 10
European Credit Transfer and Accumulation System (ECTS): 1
Discipline Scientific Sector: SECS-P/11
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Banca d'Italia, *Istruzioni di vigilanza*, Banca d'Italia, Roma, 2011, valutazione dei crediti

aims:

Relationship between economic and law in firm crisis.

prerequisites:

Business and administration
Banking and finance
Banckrupcty

content:

Now Performing Loans;
Securation;
Firm crisis;
Bankin contract;
Default.

University of Macerata, Department of Economics and Law

LABORATORIO INVESTIMENTI SUI MERCATI FINANZIARI

Prof. Anselmo Pallotta

e-mail: _

degree course: EBAM/ebfa **degree class:** L-18
total hours of tuition: 20
European Credit Transfer and Accumulation System (ECTS): 3
Discipline Scientific Sector: SECS-P/11
module type: -
semester: I Semestre

didactical methods:

Classroom Lectures
Practice Course
Work Groups

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

Provide the fundamentals elements for the management of portfolios of financial instruments, discussing topics such as the valuation of stocks, bonds and derivatives, by analyzing the major traditional and alternative management techniques.

prerequisites:

Knowledge of the main financial instruments and financial markets.
Knowledge of financial statement analysis and macroeconomics.

content:

Equity stocks: fundamental analysis, technical analysis, quantitative models for analysis
Bonds: credit risk analysis and interest rate risk
Derivatives: from the futures to the options
The alternative asset class: commodities, real estate, hedge funds
Traditional investment strategies and alternative investment strategies: top-down approach, bottom-up, main hedge strategies.
The course will include the execution of a practical training aimed to managing a virtual securities portfolio.

University of Macerata, Department of Economics and Law

LINGUA INGLESE

Prof.ssa Maria domenica Mangialavori

e-mail: mdmangialavori@gmail.com

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: L-LIN/12

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination
Oral Examination
Mid-Course Test

(A)=Adopted, (C)=Recommended textbooks:

1. (C) Raymond Murphy, *English Grammar in Use: A Self-Study Reference and Practice Book for Intermediate Students of English with Answers*, Cambridge University Press, 3rd edition, Cambridge, 2004,
2. (C) John Hughes - Ceri Jones, *Practical Grammar Level 1-2*, Heinle etl Cengage Learning, Florence, KY, 2011,
3. (A) Ian MacKenzie, *English for Business Studies*, Cambridge University Press third edition, Cambridge, 2010,
4. (A) Tonya Trappe - Graham Tullis, *Intelligent Business - Intermediate Business English*, Pearson, Longman, 2005,

aims:

Knowledge of the English language at Intermediate level; ability to understand and produce texts focusing on Business English.

prerequisites:

Knowledge of English at A2 Level.

content:

Reading Comprehension of articles and texts about communication, company structure, trade, import-export, e-commerce, employment, marketing, advertising, old and new economies. Writing a brief CV, a cover letter and business letters (all types).

University of Macerata, Department of Economics and Law

LINGUA INGLESE (CORSO AVANZATO)

Prof. Timothy James Bethune Wills

e-mail: tim@timwills.com

degree course: CDA **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: L-LIN/12
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course
Work Groups
Seminars

assessment methods:

Written Examination
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) Cotton, David, David Falvey e Simon Kent, *New Edition Market Leader Intermediate Business English*, Pearson Longman, Harlow, Essex Regno Unito, 2007, 176 pagine e 14 capitoli
2. (C) Mark Powell, *Business Matters*, Thomson Heinle, Boston, USA, 2002, 144 pages, 16 chapters

aims:

Advanced class giving university students in Economics the opportunity to practice and improve their own written and oral communication skills while learning the formats required of an economics professional.

prerequisites:

CEFR (Common European Framework of Reference for Languages) B1 Level

content:

Paying attention to individual pronunciation and grammar problems, advanced study of relevant vocabulary. Obtaining the necessary skills for an economics professional. Developing the ability to critically read & listen as well as to write & speak in an efficient and clear way. Developing an understanding of economics & the capacity to communicate this in English. Do a report & discuss "hot topics" in economics based on magazines & news articles. CV/interview techniques, giving a presentation, giving opinions.

University of Macerata, Department of Economics and Law

MACROECONOMIA

Prof.ssa Raffaella Coppier

e-mail: raffaellacoppier@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/01

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Gustavo Piga, *Lezioni di Macroeconomia*, Giappichelli, Torino, 2009,

aims:

The aim of this course is to give a complete description of the basic concepts of national accounting and of macroeconomics paying particular attention to the debate between the neoclassical and keynesian schools .

prerequisites:

Microeconomics

content:

National Accounts

Intertemporal consumer choice

Neoclassical economics

Investment function

Labour market

Money market

The Keynesian economics: the equilibrium IS-LM

Aggregate supply

The Keynesian macroeconomic equilibrium

Elements of International Economics.

University of Macerata, Department of Economics and Law

MACROECONOMIA (VS)

Prof.ssa Raffaella Coppier

e-mail: raffaellacoppier@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/01

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Gustavo Piga, *Lezioni di Macroeconomia*, Giappichelli, Torino, 2009,

aims:

The aim is to give a complete description of the basic concepts of national accounting and of macroeconomics paying attention to the debate between neoclassical and keynesian schools and to the microeconomic foundations of macroeconomics.

prerequisites:

Microeconomics

content:

National Accounting

Intertemporal consumer choice

The neoclassical economics

Investment function

Labour market

Money market

The Keynesian economics: the equilibrium IS-LM

Aggregate supply

The Keynesian macroeconomic equilibrium

Elements of International Economics.

University of Macerata, Department of Economics and Law

MARKETING E MARKETING INTERNAZIONALE

Prof.ssa Elena Cedrola

e-mail: elena.cedrola@unimc.it

degree course: EBAM/eci **degree class:** L-18
total hours of tuition: 60
European Credit Transfer and Accumulation System (ECTS): 9
Discipline Scientific Sector: SECS-P/08
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course
Seminars
casi aziendali

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Jim Blythe, Elena Cedrola, *Fondamenti di marketing*, Pearson Prentice Hall, Milano, 2010,
2. (A) Elena Cedrola, *Il marketing internazionale per le piccole e medie imprese*, McGraw-Hill, Milano, 2005,

aims:

To deepen the knowledge of principles of marketing and international marketing.

prerequisites:

Principles of Microeconomics
Principles of Business Administration

content:

The role of marketing in the firm
Consumer and buyer behaviour
Segmentation, targeting and positioning
Sales forecasting
The marketing information system
Market research
Marketing mix:
. product, branding and packaging
. pricing strategies
. distribution: selecting and managing distribution channels
. marketing communications, promotional tools and mix
Marketing planning, implementation and control
International marketing strategies
Different cultures and their impact on business
Interculture negotiation
International marketing mix
Quality certification and internationalization

MARKETING METRICS

MOD. A

Prof. Roberto Del gobbo

e-mail: roberto.delgobbo@unimc.it

degree course: CDA/g **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/08

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Farris P.W., Bendle N.T., Pfeifer P.E., Reibstein D.J., *Marketing Metrics. Misurare e valutare le attività di marketing.*, Pearson Paravia Bruno Mondadori, Milano, 2008,
2. (C) Valdani E., Ancarani F., *Marketing Metrics. Il marketing che conta.*, EGEA, Milano, 2011, Capitoli 2, 4, 5, 6, 10

aims:

Acquire the skills to understand and use the key indicators of marketing

prerequisites:

Basic marketing

content:

- The concept of "metrics"
- The marketing data and information
- Marketing metrics about:
 - . customers,
 - . margins and profits
 - . product and portfolio management
 - . sales force and channel management
 - . promotion
 - . price
- The marketing dashboard

MARKETING METRICS

MOD. B

Prof.ssa Sabrina Memmo

e-mail: sabrina.memmo@unimc.it

degree course: CDA/g **degree class:** LM-77

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-P/08

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course
Work Groups
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Farris P.W., Bendle N.T., Pfeifer P.E., Reibstein D.J., *Marketing Metrics. Misurare e valutare le attività di marketing.*, Pearson Education editore, Torino, 2008,
2. (C) Valdani E., Ancarani F., *Marketing Metrics. Il marketing che conta.*, Egea, Milano, 2011, capitoli: 2,4,5,6,10

aims:

The course focuses on how to manage more effective indicators for measuring the impact of marketing actions on corporate profitability.

prerequisites:

marketing, business administration, economics

content:

The concept of measurement: latent and manifest variables, performance indicators

- The relationship between marketing and accounting measurements
- The marketing information system as a prerequisite for the construction of marketing metrics
- The key metrics relating to the following areas:
 - the competitive position
 - the customer management
 - the product portfolio management
 - the management of sales force
 - the pricing strategies
 - the promotional activities
 - the communication activities
- The construction of marketing dashboards

University of Macerata, Department of Economics and Law

MATEMATICA FINANZIARIA

Prof.ssa Rosella Castellano

e-mail: castellano@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-S/06

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) R.L. D'ECCLISIA - L. GARDINI, *Appunti di Matematica finanziaria*, Giappichelli, Torino, 2009, Vol. 1

aims:

Fundamental aim is to provide students with the basic tools for asset pricing.

prerequisites:

Calculus

content:

During classes the essential tools for financial asset pricing will be presented, with particular reference to simple and complex financial transactions, contracts, rents, mortgages and bonds. Volatility indices and term structure of interest rates will be studied.

The fundamental concepts are set in a market framework by replacing the concept of value with the price determined in a market regulated by specific hypotheses. The essential role of market coherence and rationality will be stressed.

University of Macerata, Department of Economics and Law

MATEMATICA FINANZIARIA (LAVORATORI)

Prof. Roy Cerqueti

e-mail: roy.cerqueti@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-S/06

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) D'Ecclesia - Gardini, *Appunti di Matematica Finanziaria vol. 1*, Giappichelli, Torino, 2010,

aims:

The course aims at providing the basic knowledge on quantitative methods for financial modeling.

prerequisites:

Fundamentals of Mathematics

content:

Actualization; capitalization; financial regimes; riskless financial operations; evaluation of financial operations: TIR, REA, TRM; temporal indexes; immunization; interest rate modeling.

University of Macerata, Department of Economics and Law

MATEMATICA GENERALE

Prof.ssa Cristiana Mammama

e-mail: mammama@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 80

European Credit Transfer and Accumulation System (ECTS): 12

Discipline Scientific Sector: SECS-S/06

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

Oral Examination

Mid-Course Test

(A)=Adopted, (C)=Recommended textbooks:

1. (C) G.C. Barozzi, C. Corradi, *Matematica Generale per le Scienze Economiche*, Il Mulino, Bologna, 1999,
2. (C) C. Simon, L.E. Blume, *Matematica per l'Economia e le Scienze Sociali*, Università Bocconi Editore (trad. it. a cura di A. Zaffaroni), Milano, 2002, Volume 1 e 2
3. (C) E. Castagnoli, L. Peccati, *Matematica per l'Analisi Economica*, Etas libri, Milano, 1985,
4. (C) Angelo Guerraggio, *Matematica*, Pearson (collana Prentice Hall), Milano, 2009, Capitoli 1-12 e 14-17

aims:

The course pursues the main instruments to study functions of one real variable. The course also pursues the main instruments to the study of functions of two real variables and to find their extrema and to solve linear systems.

prerequisites:

Logic, sets and relations, elementary algebra, equations, inequalities, trigonometry, elementary functions.

content:

Functions, limits and continuity, differentiation: rules and derivatives of standard functions, graphics. Vectors and matrices, matrix operations, linear systems, optimization of functions of two variables and optimization with equality constraints, integration, fundamental theorem and integration methods.

University of Macerata, Department of Economics and Law

MATEMATICA GENERALE 1 (VS)

Prof.ssa Elisabetta Michetti

e-mail: michetti@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-S/06

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) G. C. BAROZZI - C. CORRADI, *Matematica Generale per le Scienze Economiche*, Il Mulino, Bologna, 1999, Capitoli 0,1,2,4,5
2. (C) Angelo Guerraggio, *Matematica*, Pearson (Prentice Hall), Milano, 2009, Capitoli 1-4 e 6-9

aims:

The course pursues the main instruments to study functions of one real variable.

prerequisites:

Logic, sets and relations, equations, inequalities, elementary functions.

content:

Functions, limits and continuity, differentiation: rules and derivatives of standard functions, graphics.

University of Macerata, Department of Economics and Law

MATEMATICA GENERALE 2 (VS)

Prof.ssa Elisabetta Michetti

e-mail: michetti@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-S/06

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) G. C. BAROZZI - C. CORRADI, *Matematica Generale per le Scienze Economiche*, Il Mulino, Bologna, 1999, Capitoli 2,6,7
2. (C) Angelo Guerraggio, *Matematica*, Pearson (Prentice Hall), Milano, 2009, Capitoli 10, 11 e 14

aims:

The course pursues the main instruments to the study of functions of two real variables and to find their extrema.

prerequisites:

Arguments of the course "Matematica Generale 1 (vs)"

content:

Exponential and logarithmic functions. Matrices, optimization of functions of two variables and optimization with equality constraints. Integration.

MERCATI E INVESTIMENTI IMMOBILIARI

Prof. Massimo Biasin

e-mail: massimo.biasin@unimc.it

degree course: EBAM/ebfa **degree class:** L-18
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/11
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) D. Ling, W. Archer, *Real Estate Principles*, McGrawHill-Irwin, Upper Saddle River, New Jersey, 2005, Capp. 5; 7; 8 (pp. 188 - 206); 9; 17; 23;
2. (A) M. Biasin, *L'investimento immobiliare*, Il Mulino, Bologna, 2005, Capp. 1 (no par. 4); 2;
3. (A) D. Geltner, N. Miller, *Real Estate Principles for the New Economy*, Thomson South Western, usa, 2005, Capp. 3 (fino p. 44); 4;
4. (A) Delli Santi R., Mantella S., *Capital Market & Real Estate*, Egea, Milano, 2009, Cap. 5;

aims:

Organic overview of the structure of the real estate (RE) market and illustration of the benefits of wealth's diversification in RE also by debating investment options. Relations between capital & RE markets via RE assets valuation models.

prerequisites:

Students are required to be familiar with financial instruments and capital markets' structure. Students are expected to know the basics of portfolio theory.

Links to: Risk Management. Capital Markets.

content:

1. Real estate (RE) assets and markets: structure & segmentation;
2. Space e Property-Market;
3. Real estate peculiarities as asset class;
4. Investment options: property and equity real estate;
5. Real Estate Investment Funds/Trusts;
6. Real estate assets' valuation principles;
7. Measuring risk and return of RE assets;
8. Inter- and infrasectorial diversification issues;

University of Macerata, Department of Economics and Law

MERCATI ED INVESTIMENTI MOBILIARI

Prof.ssa Francesca Pampurini

e-mail: francesca.pampurini@unimc.it

degree course: EBAM/ebfa **degree class:** L-18
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/11
module type: -
semester: I Semestre

didactical methods:

Classroom Lectures
Practice Course
Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Anolli M., *Elementi di Economia del Mercato Mobiliare. struttura e liquidità del mercato azionario*, Il Mulino, Bologna, 2001, I capitoli verranno segnalati a lezione
2. (A) Banfi A. Biasin M. Oriani M. Raggetti G.(a cura di), *Economia degli intermediari finanziari*, ISEDI, Torino, 2011, I capitoli verranno segnalati a lezione
3. (A) Pampurini F., *Le obbligazioni strutturate*, ISEDI, Torino, 2010,

aims:

The aim of this course is to provide students with some knowledge about financial markets and laws by examining and comparing the most important market microstructures and focusing on both financial instruments and financial operators.

prerequisites:

Microeconomics, Macroeconomics, Financial Intermediaries, Mathematics

content:

1. Why do financial markets exist?
2. The most important financial instruments
3. Microstructures of financial markets
4. The most important intermediaries operating in capital markets
5. The organization of the Italian Exchange Market

University of Macerata, Department of Economics and Law

METODI MATEMATICI PER L'ECONOMIA E LA FINANZA

Prof.ssa Cristiana Mammanna

e-mail: mammanna@unimc.it

degree course: MIF **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-S/06

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Esercitazioni in Laboratorio

assessment methods:

Written Examination

Prova pratica in laboratorio

(A)=Adopted, (C)=Recommended textbooks:

(to be specified)

aims:

The course pursues the instruments to formalize and solve linear programming also using the software MATLAB.

prerequisites:

Contains of the course "Matematica Generale"

content:

Linear programming, geometric and simplex methods, duality and sensitivity. Economic applications and solution with MATLAB by using the optimization toolbox.

University of Macerata, Department of Economics and Law

MICROECONOMIA

MOD. A

Prof. Stefano Perri

e-mail: perri@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/01

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Stefano Staffolani, *Microeconomia, Introduzione all'economia politica*, McGraw-Hill, Milano, 2011, capitolo 3.1 (per la parte sul consumatore)

aims:

The course aims to highlight the key issues of the economic theory and of the theory of prices, in a historical and theoretical perspective.

prerequisites:

It is a preliminary course. Basic knowledge of algebra and history is required.

content:

The course deals with the historical development of the theories of prices, from the Physiocrats, to the classical economists' and Marx's theories of value and surplus up to the neoclassic theories, based on the analysis of the behaviour of consumers and firms, of marginal utility and to the resumption of the classical approach by Piero Sraffa. Wicksell's theory of interest and the Keynesian theory is finally developed.

University of Macerata, Department of Economics and Law

MICROECONOMIA

MOD. B

Prof. Luca De benedictis

e-mail: debene@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/01

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

Agli studenti verranno indicati esercizi e letture da svolgere autonomamente e da consegnare periodicamente al docente

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Stefano Staffolani, *Microeconomia*, Mac Graw Hill, Milano, 2010,

aims:

The goal of the course is to give students an introduction to microeconomics.

prerequisites:

none

content:

Theory of consumption

Theory of production

Markets

Strategic interactions

Efficiency and equity

Beyond neoclassical models

ORGANIZZAZIONE AZIENDALE

Prof. Federico Niccolini

e-mail: fniccolini@unimc.it

degree course: EBAM/ea **degree class:** L-18
total hours of tuition: 60
European Credit Transfer and Accumulation System (ECTS): 9
Discipline Scientific Sector: SECS-P/10
module type: -
semester: I Semestre

didactical methods:

Classroom Lectures
Practice Course
Work Groups
Seminars
Visite aziendali

assessment methods:

Written Examination
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) DAFT R. L, *Organizzazione aziendale*, Apogeo, Milano, 2010, Capitoli 1, 2, 3, 4 (fino a pagina 139), 5, 6, 7, 8, 10, 11, 12
2. (A) MORGAN G, *Images. Le metafore dell'organizzazione*, FrancoAngeli, Milano, 1999, Capitoli 2 e 3, 4, incluse note di fine testo dei capitoli 2 (da pagina 473 a pagina 478)

aims:

The course is aimed to improve organizational skills of the students and to provide them tools in order to critically analyze organizational and competitive dynamics

prerequisites:

Business administration

content:

Distinctive organizational capabilities. Organizational dimensions. Mechanistic and organic paradigm and model. Strategy. Mission and vision. Open system theory. Different strategic approaches. Organizational Structure. Organization design alternatives. The external environment and uncertainty. Relationship between structure and environment. Interorganizational relationships and networks. Technologies. Information Technologies. Organizational culture and typologies. Business ethic and Corporate Social Responsibility. Learning organization and organizational learning. Decision-Making Processes. Bonded rationality perspective. The role of intuition. Organizational innovation.

University of Macerata, Department of Economics and Law

POLITICA ECONOMICA

Prof.ssa Rosanna Merli

e-mail: rosanmerli@tin.it

degree course: EBAM/ea **degree class:** L-18
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/02
module type: -
semester: I Semestre

didactical methods:
Classroom Lectures

assessment methods:
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) O. Blanchard, *Macroeconomia V edizione*, Il Mulino, Bologna, 2008,

aims:

The course is an introduction to the main theories of macroeconomic policy and it is aimed to give students the essential tools necessary to familiarise with key policy issues of our present economic system

prerequisites:

A good knowledge of microeconomic and macroeconomic fundamental theories

content:

Macroeconomic policies in the short term in a closed economy
Macroeconomic policies in the medium term
Macroeconomic policies in an open economy
Mundell-Fleming model
Monetary policy
Fiscal Policy
Public debt
Rules, discretion and time consistency;
Long term growth theories
Macroeconomic Policy in the EMU area

University of Macerata, Department of Economics and Law

POLITICA ECONOMICA INTERNAZIONALE

Prof. Paolo Ramazzotti

e-mail: ramazzotti@unimc.it

degree course: EBAM/eci

degree class: L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/02

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) N. Acocella, *Politica economica e strategie aziendali*, Carocci, Roma, 2011, tutto, esclusi il par. 3.6 e i capp. 4, 5, 9 e 10

aims:

The course focuses on the scope and the means of public action in economies such as the Italian and The European ones.

prerequisites:

basic microeconomics and macroeconomics

content:

1. Political Economy and economic polity
2. Efficiency, equity and social justice
3. Theories of the market and of market failures
4. Theories of the capitalist market economy and of its shortcomings
5. Microeconomic policies
6. Redistributive policies
7. Macroeconomic policy
8. Private and public institutions in an international context
9. Economic policy and globalization

University of Macerata, Department of Economics and Law

PRINCIPI CONTABILI INTERNAZIONALI

Prof. Andrea Fradeani

e-mail: a.fradeani@unimc.it

degree course: CDA/p **degree class:** LM-77

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) Andrea Fradeani, *La globalizzazione della comunicazione economico-finanziaria. IAS/IFRS e XBRL*, Giuffrè, Milano, 2005,
2. (C) Aa. Vv., *Il bilancio d'esercizio in XBRL. Redazione, deposito e utilizzo del rendiconto digitale*, IPSOA Wolters Kluwer, Milano, 2011, Capitoli 1, 2 e 3

aims:

The aim of the course is to provide students with a general overview of the basic concepts, themes, and issues of the International Financial Reporting Standards (IFRS).

prerequisites:

The principles and logic underlying the preparation of financial statements in accordance with Italian GAAP.

content:

1. The role of accounting principles and the adoption process of IFRS
2. The accounting model of IFRS
3. The most important IFRS standards
4. From Italian GAAP to IFRS and vice versa
5. Introduction and basics of XBRL

PROGRAMMAZIONE E CONTROLLO

MOD. A

Prof.ssa Katia Giusepponi

e-mail: giusepponi@unimc.it

degree course: EBAM/ea **degree class:** L-18
total hours of tuition: 60
European Credit Transfer and Accumulation System (ECTS): 9
Discipline Scientific Sector: SECS-P/07
module type: -
semester: n/i

didactical methods:

Classroom Lectures
Practice Course
Work Groups

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Luigi BRUSA, *Sistemi manageriali di programmazione e controllo (per Programmazione e controllo Mod. a)*, Giuffrè, Milano, 2000, tutto
2. (A) Katia GIUSEPPONI (a cura di), *Gestione e controllo delle amministrazioni pubbliche. Strumenti operativi e percorsi d'innovazione (per Programmazione e controllo delle amministrazioni pubbliche)*, Giuffrè, Milano, 2009, sezione seconda (pp. 281-614)
3. (C) Katia GIUSEPPONI (a cura di), *Gestione e controllo delle amministrazioni pubbliche. Strumenti operativi e percorsi d'innovazione (per Programmazione e controllo Mod. a)*, Giuffrè, Milano, 2009, cap. 7 (pp. 285-348) e cap. 12 (pp. 529-548)

aims:

The course will examine the logic, objectives, tools and organization of control systems; the planning and control processes; the criteria underlying the decision; the concepts and practices of management accounting.

prerequisites:

_Business Economics
_Accounting

content:

_fundamentals of planning and control systems
_strategic planning and control
_management planning and control
_the organizational role of planning and control systems
_responsibility centers
_objectives, tools, processes of planning and control systems in public administration
_financial statement analysis
_cost accounting in decision making
_budgeting for planning, motivation and control
_budget preparation, interpretation and use
_reporting
_variance analysis
_social reporting

PROGRAMMAZIONE E CONTROLLO

MOD. B

Prof.ssa Francesca Bartolacci

e-mail: bartolacci@unimc.it

degree course: EBAM/ea

degree class: L-18

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-P/07

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Practice Course

Work Groups

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Kaplan R. S., Norton D. P., *Balanced Scorecard. Translating strategy into action.*, Harvard Business School Press, Boston MA, 1996, PARTE PRIMA (pp. vii- 189)

aims:

The course aim is to deepen some management control instrument with a focus in complex business through exercises and cases.

prerequisites:

Business administration and accounting.

content:

The course will analyse:

- the making process of revenue, financial and capital budget,
- the reporting with the variation analysis between budget and financial statement,
- the management control evolution through the balanced scorecard theory.

University of Macerata, Department of Economics and Law

RAGIONERIA

Prof. Ermanno Zigiotti

e-mail: zigiotti@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 80

European Credit Transfer and Accumulation System (ECTS): 12

Discipline Scientific Sector: SECS-P/07

module type: -

semester: n/i

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Luciano Marchi, *Contabilità d'impresa e valori di bilancio 4° edizione*, Giappichelli, Torino, 2010,
2. (A) Alberto Quagli, *Bilancio di esercizio e principi contabili 5° edizione*, Giappichelli, Torino, 2010,
3. (C) Donald E. KIESO, Jerry J. WEYGANDT, Terry D. WARFIELD, *INTERMEDIATE ACCOUNTING, 15th Edition*, Wiley, English, 2013,

aims:

double-entry bookkeeping and balance sheet for corporations (ITA Gaap)

prerequisites:

Economia Aziendale

content:

double entry bookkeeping and balance sheet for corporations (ITA Gaap)

University of Macerata, Department of Economics and Law

REVISIONE AZIENDALE

Prof. Nicola Giuseppe Castellano

e-mail: ncaste@unimc.it

degree course: EBAM/ea

degree class: L-18

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Luciano Marchi, *Revisione aziendale e sistemi di controllo interno*, Giuffr , Milano, 2008, Dal capitolo introduttivo (compreso) al capitolo 9 (compreso)

aims:

Basic principles of auditing: objectives, procedures, body of rules, professional standards, work sheets

prerequisites:

Before attending classes in this course students need to attend classes in the following basic courses: Economia Aziendale (Management principles); Ragioneria (Financial accounting)

content:

Principles and definitions about auditing. The process. The body of rules. The role of accounting standards in the auditing process. Audit Planning. Risk Assessment and reliability of internal control systems. Auditing procedures. Audit reports. Audit procedures employed for single balance sheet items or for single company processes. Principles and procedures of operational auditing.

SISTEMI INFORMATIVI PER IL CONTROLLO DI GESTIONE E COMPORTAMENTI MANAGERIALI COMPORTAMENTO MANAGERIALE

Prof. Federico Niccolini

e-mail: fniccolini@unimc.it

degree course: CDA/g, CDA/p **degree class:** LM-77

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/10

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Practice Course

Work Groups

Seminars

Visite aziendali

Team work: presentazioni (facoltative) svolte, in aula ed in azienda, da piccoli gruppi di studenti

assessment methods:

Written Examination

Oral Examination

Mid-Course Test

I gruppi di lavoro che spontaneamente decideranno di effettuare presentazioni, riceveranno una valutazione parziale per tali attività

(A)=Adopted, (C)=Recommended textbooks:

1. (A) KREITNER R., KINICKI A., *Comportamento Organizzativo. Dalla teoria all'esperienza*, Apogeo, Milano, 2012, Capitoli 1-6, 11-17
2. (A) SENGE P., *La quinta disciplina*, Sperling & Kupfer, Milano, 2006, Capitoli 1, 2, 8, 9, 10,11 (pagine 1-62, 147-288)
3. (A) Noe R., Hollenbeck J., Gerhart B., Wright P., *Gestione delle risorse umane, II ed.*, Apogeo, Milano, 2012, Capitoli 5 e 8 (pagg. 153-179, 277-309)

aims:

The course is aimed to improve managerial skills and the knowledge of managerial behavior, organizational learning, system thinking and human resources management of the students, also through working group activities and field visits.

prerequisites:

Organizational Theory

content:

Organizational behavior. Developing person-oriented competencies. The role of the manager. Business ethic. Diversity management. Organizational culture, social linkages and mentoring. Intercultural management. Individual differences. Personality and emotions. Values, behaviors, skills and workers' satisfaction. Team working and dynamics. Management of conflicts. Empowerment. Organizational communication. Leadership. Personal mastery. Mental models. Shared vision. Organizational learning. System thinking. Individual and organizational learning. Selection processes. The applicative part of the course will be based on team works and visits to a private company.

University of Macerata, Department of Economics and Law

SISTEMI INFORMATIVI PER IL CONTROLLO DI GESTIONE E COMPORTAMENTI MANAGERIALI **SISTEMI INFORMATIVI PER IL CONTROLLO DI GESTIONE**

Prof. Nicola Giuseppe Castellano

e-mail: ncaste@unimc.it

degree course: CDA/g **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/07

module type: -

semester: n/i

didactical methods:

Classroom Lectures

Practice Course

Work Groups

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Marchi L., Mancini D., *Gestione informatica dei dati aziendali*, Franco Angeli, Milano, 2009, Capitoli: 4, 5, 6, 7, 8, 11, 12
2. (A) Castellano N., *Controllo di gestione ed informazioni*, Giuffr , Milano, 2003, capitolo 1, 2, 3, 4

aims:

The course aims to describe the link between company information systems and the most developed management control instruments.

prerequisites:

Budgeting and Cost Analysis

content:

Theoretical models of management control systems

ERP information systems: main features

Relationship between Information Systems and Management Control

Discussion about the controller's role

The employment of Data Base Management Systems for management reporting

The employment of spreadsheets for management reporting

STATISTICA

Prof.ssa Luisa Scaccia

e-mail: scaccia@unimc.it

degree course: EBAM **degree class:** L-18
total hours of tuition: 60
European Credit Transfer and Accumulation System (ECTS): 9
Discipline Scientific Sector: SECS-S/01
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course

assessment methods:

Written Examination
Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) S. BORRA - A. DI CIACCIO, *Statistica - Metodologie per le scienze economiche e sociali*, McGraw-Hill, Milano, 2008, 1-4, 6, 8-14, 16-17
2. (C) DOMENICO PICCOLO, *Statistica per le decisioni*, Il Mulino, Bologna, 2004, capp. 1-7, 8-11, [12.1-12.6], [13.1-13.4], [14.1-14.4, 14.7- 14.8, 14.10], [15.1-15.4] [18.1-18.9] [22.1-22.4]

aims:

This course aims at providing students with the statistical foundation. At the end of the course, students will be able to perform simple univariate and bivariate exploratory and inferential analysis.

prerequisites:

Basic concepts of Mathematics.

content:

Brief introduction to the statistics and to the statistical approach.
Foundations of statistics for the study of univariate distribution: central tendency, variability, asymmetry. Notion of probability: the Kolmogorov's approach to the probability: primitive concepts, axioms and fundamental theorems. Random variables and the most largely used random variables: discrete variables Bernoulli, Binomial and Poisson; continuous variables Normal, chi-square, Student t, Fisher.
Sample random variables: mean and variance. Estimators and their properties: unbiasedness, efficiency, consistency. Large numbers Weak-Law. Confidence Interval for sample means with known and unknown variance.

University of Macerata, Department of Economics and Law

STATISTICA (LAVORATORI)

Prof. Filippo Pennesi

e-mail: _

degree course: EBAM **degree class:** L-18

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-S/01

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) Fulvia Mecatti, *Statistica di base*, Mc Graw Hill, Milano, 2010, 236

aims:

The course aims to develop the fundamentals of descriptive and inferential statistics.

prerequisites:

Basic elements of algebra and mathematics

content:

1. introduction; 2. Terminology, basic concepts; 3. Data collection;
Part I TOOLS of DESCRIPTIVE STATISTICS MONOVARIATA
4. Distribution of a character and its representation; 5. Summary of the distribution of a character: the medium;
6. Summary of the distribution of a character: the variability; 7. Statistical ratio; 8. Index numbers simple and complex;
Part II TOOLS of DESCRIPTIVE STATISTICS T BIVARIATE
9. Double entry table; 10. Analysis of the association between two characters; 11. Regression linear
Part III TOOLS of STATISTICAL INFERENCE
12. From the description inference; 13. Probability: basic concepts;
14. Discrete and continuous random variables;
15. Sampling and sampling distributions;

University of Macerata, Department of Economics and Law

STATISTICA ECONOMICA E STATISTICHE ISTITUZIONALI ECONOMICA

Prof.ssa Anna grazia Quaranta

e-mail: annagrazia.quaranta@unibo.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-S/03

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Stock J.H. and Watson M.W., *Introduzione all'Econometria*, Pearson-Prentice Hall, Milano, 2011, Capitoli da 1 a 10 e 14 (escluso 14.7)

aims:

Introduction to the most important methods used in the Economical Statistical Analysis.

prerequisites:

Mathematics and Statistics.

content:

Simple Linear Regression; Multiple Linear Regression; Non Linear Regression; Panel Analysis.

University of Macerata, Department of Economics and Law

STATISTICA ECONOMICA E STATISTICHE ISTITUZIONALI ISTITUZIONALI

Prof.ssa Anna grazia Quaranta

e-mail: annagrazia.quaranta@unibo.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-S/01

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Practice Course

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) G. Girone, *Lezioni di Statistica*, Cacucci, Bari, 2010, Capitoli 1, 2, 3 e 5.

aims:

Introduction to the most important methods used in the Economical Statistical Analysis.

prerequisites:

Mathematics and Statistics.

content:

Statistical data and data base; sampling; Economic Ratios.

STATISTICHE

University of Macerata, Department of Economics and Law

STORIA DEL PENSIERO ECONOMICO

Prof. Stefano Perri

e-mail: perri@unimc.it

degree course: MIF **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: SECS-P/04
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Work Groups

assessment methods:

Oral Examination
Gli studenti frequentanti potranno elaborare tesine la cui discussione sarà oggetto della valutazione finale

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Riccardo Faucci, *Breve storia dell'economia politica*, Giappichelli, Torino, 2006,
2. (C) G. Vaggi and P. Groenewegen, *AQ concise history of economic thought: from Merchantilism to Monetarism*, Palgrave Macmillan, Houndmills, 2002,

aims:

The course aims to provide students with a critical perspective to economic science through the knowledge of the evolution of the economic thought and its different theories and methodologies.

prerequisites:

Knowledge of the key issues of economic theory

content:

The origins of the economic science: Mercantilism, Italian economists and the Physiocrats
The building of the classical theory: Adam Smith
The classical economy in the nineteenth century: the theory of value and growth (Malthus, Sismondi, Ricardo).
Karl Marx's economic theory: continuity and critique of the classical political economy.
The 'marginalist revolution': its founding-fathers (Jevons, Menger and Walras) and the subsequent developments (the Austrian school and Alfred Marshall's theory of partial equilibrium).
Marginalism in Italy: Maffeo Pantaleoni e Vilfredo Pareto.
The economic theory in the twentieth century: the macroeconomic theory of John M. Keynes and subsequent developments

University of Macerata, Department of Economics and Law

STORIA DELL'IMPRESA

Prof.ssa Patrizia Sabbatucci severini

e-mail: sabbatucci@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/12

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures
Work Groups

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) P. A. Toninelli, *Storia d'impresa*, Il Mulino, Bologna, 2006, tutto

aims:

The course aims to provide a general theoretical understanding of the historical development of business, and to introduce students to the main lines of growth and change in businesses in the nineteenth and twentieth centuries.

prerequisites:

A knowledge of the broad outlines of nineteenth and twentieth history

content:

The businessman and business in economic theory and history. The history of business in its social, cultural and institutional context. Types and size of business. Development of the running and management of businesses: the interrelations between strategy and structure, the role of innovations, the organization of work, distribution and marketing.

University of Macerata, Department of Economics and Law

STORIA DELL'IMPRESA (LINGUA FRANCESE)

Prof.ssa Patrizia Sabbatucci severini

e-mail: sabbatucci@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/12

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Work Groups

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) J.C. Daumas, P. Lamard et L. Tissot, *Les territoires de l'industrie en Europe (1750-2000). Entreprises, régulations et trajectoires*, Presses Universitaires de Franche-Comté, Besançon, 2007, 1-222

aims:

A Knowledge of economists' and sociologists' models of industrial districts, and of important aspects of the history of this form of productive organization, between the end of the eighteenth century and our own days

prerequisites:

none

content:

Analyses of models of economists (Marshall, Becattini) and sociologists (Paci, Bagnasco, Trigilia, Granovetter). Industrial districts in a historical perspective, and their evolution over time, their characters and way of working, innovations, and the role of institutions

University of Macerata, Department of Economics and Law

STORIA ECONOMICA

Prof.ssa Patrizia Sabbatucci severini

e-mail: sabbatucci@unimc.it

degree course: EBAM **degree class:** L-18

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/12

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) P. Ciocca, *Ricchi per sempre? Una storia economica d'Italia (1796-2005)*, Bollati Boringhieri, Torino, 2007,

aims:

The course aims to give students a critical awareness of processes in economic development, by an analysis of the Italian economy between 1860 and 1990.

prerequisites:

A knowledge of the broad outlines of nineteenth and twentieth history

content:

The definition and theories of modern economic growth. The Italian economy (1860-1990): periodization and interpretation models. The changes on the demand side (consumption, investment, government expenditure, external accounts) and on offer side (population, capital, production, productivity), the evolution of the financial superstructure. The sectoral changes. Regional imbalances.

University of Macerata, Department of Economics and Law

STRATEGIE AZIENDALI

Prof.ssa Antonella Paolini

e-mail: paolini@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/07

module type: -

semester: I Semestre

didactical methods:

Classroom Lectures

Work Groups

Seminars

assessment methods:

Written Examination

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) G. Pellicelli, *Strategie d'impresa, III ed.*, Università Bocconi Editore, EGEA 2010, Milano, 2010, Il testo va studiato per intero con eccezione dei capitoio 9 e 19

aims:

The aim of the course is to provide students with a variety of perspectives on strategic management and issues surrounding the formulation and implementation of strategy.

prerequisites:

(none)

content:

The course will analyze the elements that characterize the business strategy.

- 1) The strategic management;
- 2) the strategic analysis;
- 3) competitive advantages;
- 4) corporate strategies;
- 5) strategies for business unit.

STRATEGIE COMPORTAMENTALI E DELLE NEGOZIAZIONI

Prof. Eliano Lodesani

e-mail: eliano.lodesani@intesasanpaolo.com

degree course: MIF **degree class:** LM-77
total hours of tuition: 40
European Credit Transfer and Accumulation System (ECTS): 6
Discipline Scientific Sector: M-PSI/01
module type: -
semester: II Semestre

didactical methods:

Classroom Lectures
Practice Course
Work Groups
Seminars

assessment methods:

Oral Examination
Relazione scritta, propedeutica all'orale, sull'osservazione dal "reale" di una scelta economica/finanziaria e delle motivazioni che hanno portato a essa.

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Douglass C. North, *Capire il processo di cambiamento economico*, il Mulino, Bologna, 2006, Capitoli I, II, III, IV
2. (A) Matteo Motterlini, Massimo Piattelli Palmarini (a cura di), *Critica della ragione economica*, Il Saggiatore, Milano, 2005, Capitoli "Razionalità per economisti?" di Daniel McFadden, "Mappe di razionalità limitata" di Daniel Kahneman, "Galleria degli errori economici"
3. (A) Matteo Motterlini, Francesco Guala (a cura di), *Economia cognitiva e sperimentale*, EGEA, Milano, 2005, Capitoli 6, 8 e 10
4. (A) Thomas C. Schelling, *La strategia del conflitto*, Mondadori, Milano, 2006, Capitolo 2

aims:

Comprehension of the diversity between rationality and irrationality in the financial processes and some of the more frequent behavioural models. Understanding of the "economic biases". Negotiation as economic growth tool.

prerequisites:

Banking economy

content:

We'll start from the analysis of the process of economic change in a world, characterized from the search of the well-being, through the reduction of the uncertainty. In order then to continue with the deepening of the differences and the affinities that tie economy and psychology in facing the market, above all through the rational and irrational behaviours. And investigating our cognitive processes in taking decision in uncertain scenarios. Until succeeding in seeing the models of act (individual and collective). We'll experiment a "win win negotiation" and its implication in economic and financial behaviours.

University of Macerata, Department of Economics and Law

SVILUPPO ECONOMICO E DISTRIBUZIONE DEL REDDITO

Prof. Stefano Perri

e-mail: perri@unimc.it

degree course: CDA **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/01

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Work Groups

Seminars

assessment methods:

Written Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) D. K. Foley and T.R. Nichl, *Growth and distribution*, Harvard University Press, London, 1999,

aims:

This course aims to provide students with the knowledge of the different approaches to distribution of income and economic growth and their interactions.

prerequisites:

Knowledge of the key issues of economic theory

content:

First we study the different theories of distribution of income. In particular the

Classical theories based on surplus and the neoclassical theories based on marginal productivity are analysed.

Then the different theories of economic growth are studied, focusing on Classical, Marxian, Neo-Classical, Keynesian and Post-Keynesian models.

The different approaches to technical change and its effect on growth, employment and income distribution are then developed. Eventually trends of the developed economies in the last decades are studied.

University of Macerata, Department of Economics and Law

TECNICA PROFESSIONALE

Prof. Fabio Pierantoni

e-mail: fabio.pierantoni@unimc.it

degree course: CDA/p **degree class:** LM-77

total hours of tuition: 40

European Credit Transfer and Accumulation System (ECTS): 6

Discipline Scientific Sector: SECS-P/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures
Seminars

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (C) GIUSEPPE SAVIOLI, *LE OPERAZIONI DI GESTIONE STRAORDINARIA*, GIUFFRE', MILANO, 2005, 659

aims:

THE COURSE AIMS AT LEARNING OF THE TECHNIQUE-ADMINISTRATIVE KNOWLEDGE TO PRACTISE THE ACCOUNTING PROFESSION

prerequisites:

Esami di Economia Aziendale, Ragioneria, Diritto Commerciale.

content:

Bilancio di aziende in periodi di crisi: analisi delle aree più a rischio;

Bilancio in forma X-BRL;

Patrimoni destinati ad uno specifico affare e finanziamenti destinati ad uno specifico affare: aspetti contabili e civilistici;

Responsabilità penale-amministrativa delle imprese ex D.Lgst. 231/2011;

Il ruolo del Curatore fallimentare;

Nuovi strumenti per la risoluzione di crisi di imprese: Concordato prefallimentare e Accordi di Ristrutturazione di impresa;

I Patti di Famiglia;

il Trust nel passaggio generazionale delle imprese.

Nuovi strumenti di comunicazione delle imprese con vari enti : Pec, Smart Card e firma digitale, Comunicazione presso la CCIAA;

Aspetti organizzativi e amministrativi di un'azienda

VALUTAZIONE D'AZIENDA ED OPERAZIONI STRAORDINARIE STRAORDINARIE

OPERAZIONI

Prof. Fabrizio Micozzi

e-mail: fabrizio.micozzi@unimc.it

degree course: CDA/g, CDA/p **degree class:** LM-77

total hours of tuition: 60

European Credit Transfer and Accumulation System (ECTS): 9

Discipline Scientific Sector: SECS-P/07

module type: -

semester: II Semestre

didactical methods:

Classroom Lectures

Practice Course

Seminars

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) GIUSEPPE SAVIOLI, *Le operazioni di gestione straordinaria*, GIUFFRE', MILANO, 2012, TUTTO IL VOLUME

aims:

Objective: to know the principals profiles (strategical, economic, fiscal and bookkeeping aspects) of some important extraordinary operations.

Requisite: to know the principals profiles of firms, of societies and of the accounting.

prerequisites:

To know the principals profiles - above all juridical, economic, bookkeeping aspects (nationals and internationals) - of the companies

content:

Contained: analysis of the strategic/economic profiles, juridical, fiscal and bookkeeping of the transformation, M&A operations, liquidation and of the international bookkeeping principle 3 (business combinations).

Focus on real business cases.

VALUTAZIONE D'AZIENDA ED OPERAZIONI STRAORDINARIE D'AZIENDA

Prof. Pierpaolo Ceroli

VALUTAZIONE

e-mail: _

degree course: CDA/p **degree class:** LM-77

total hours of tuition: 20

European Credit Transfer and Accumulation System (ECTS): 3

Discipline Scientific Sector: SECS-P/07

module type: -

semester: n/i

didactical methods:

Classroom Lectures

assessment methods:

Oral Examination

(A)=Adopted, (C)=Recommended textbooks:

1. (A) Ceroli P. - Ruggieri M. - Spreca L. - Zei A., *Valutazione d'Azienda e Operazioni Straordinarie*, Giuffr , Milano - Prima Edizione, 2012, 6

aims:

the course means to provide students of operative and conceptual instruments for the company valuation.

prerequisites:

it is already considered acquired the principles and fundamentals of the preparation of financial statements and knowledge of financial mathematics.

content:

course program:

- company valutazione: business and economic sense and methodological limits;
- methods for business valuation;
- business cases