



Economics and Law

The Department

Economics and Law

The department of **Economics and Law** of the University of Macerata offers educational programmes and research courses coherent with the educational demands coming from businesses and public institutions.

To ensure the necessary interdisciplinary requirements of the university programmes, in the department of Economics and Law there are the following scientific – disciplinary sectors :

- Economic sector
- Business sector
- Juridical sector
- Mathematics – statistics sector

In particular, the courses offered by the Department of **Economics and law** aim to promote:

- study and scientific research, through a particular focus on educational curricula, attention to quality and academic excellence, as well as a close link with the scientific world;
 - the cultural development of students with respect for the fundamental values of coexistence, openness to cultural diversity and the formation of citizens who are involved and aware;
 - the recruitment of highly qualified teaching staff;
 - the successful integration of students within national and international employment fields.
-

Soft Skills

Thanks to the acquisition of outstanding methodological tools and extensive practical experience gained during the course, the graduates of the Department of Economics and Law are able to apply their knowledge and understanding in various professional fields: industrial, commercial, services, banking, insurance companies, brokerage firms or asset management companies, corporate auditors and consulting services, public administration. Our graduates also have the appropriate skills to solve operational problems related to business economics and finance, as well as to propose and support rigorous practical and theoretical arguments.

Our students' skills are enhanced thanks to workshops and educational activities of a purely applicative nature, that go side by side with traditional courses as well as the presentation and discussion of business games and corporate case studies, which are often used in Master's degree courses, and thanks to which, students develop the skills and confidence to work in a team. In addition to this, obligatory internships for postgraduate courses and for optional undergraduate courses represent another opportunity to express the theoretical knowledge acquired in operational terms. Finally, the offer of seminars and conferences allows students to focus on the most recent issues and therefore enables them to contextualize and integrate all acquired knowledge.

University programmes

Degree programmes

L – 18 **ECONOMICS: BANKS, COMPANIES AND MARKETS**

Master's degree courses

LM-77 **BUSINESS AND CONSULTING MANAGEMENT**

LM-77 **FINANCIAL MARKETS AND BROKERAGE**

Master's programmes

1st level master's programme

TRAINING, MANAGEMENT AND CONSERVATION OF DIGITAL ARCHIVES IN PUBLIC AND PRIVATE FIELDS

1st level master's programme

MARKETING AND BUSINESS MANAGMENT /MDA

1st level master's programme

BUSINESS AND TAX CONSULTING/CAT

1st level master's programme

ADMINISTRATION AND FINANCING OF TERRITORIAL UNITS/AFAT

Postgraduate training programme

BUSINESS ADMINISTRATION AND FINANCE

Study plans

DEGREE PROGRAMME IN

Economics: banks, companies and markets

The degree programme in Economics: banks, companies and markets is divided into three study programmes:

Banking economics, Finance and Insurance (EBFA), Business Administration (EA), International Business and Economics (ECI).

Graduates in *Economics: banks, companies and markets* acquire a solid preparation base in economics and business, and an adequate knowledge of mathematical-statistical skills and the principles / institutions of the legal system.

They may also apply the knowledge acquired to the operations of the economic and financial aspects of business.

Graduates can inflect their knowledge of economic-corporate areas in functional areas (management, organization, administration, detection, control), and according to classes of companies from various sectors (manufacturing, financial, commercial, services, public administration) with reference to operations in global markets.

During the training programme, in association with specific objectives, occupational training and employment opportunities are foreseen for the application of the knowledge learned with off-site internships - in national and international businesses and public and private organizations. Thanks to the acquisition of methodological tools and the extensive experience gained during the course,

graduates of the Economics: banks, companies and markets degree programme are able to apply their knowledge and understanding in various professional fields:

- In promotion and financial consulting
- In industrial, commercial, and financial services;
- In banks, credit system, insurance, security firms and asset management companies;
- In auditing and consulting firms;
- As freelance accounting experts
- In public administration;
- In foreign branches of Italian companies and Italian offices of foreign companies;
- In consultancy firms for export

A continuation of their studies is also foreseen, thanks to specialization in different areas of banking and financial economics, corporate economics and international trade.

Banking economics, Finance and Insurance (EBFA)

STUDY SYLLABUS OF BANK ECONOMICS, FINANCE AND INSURANCE/ EBFA

The study syllabus in bank economics, finance and insurance aims to develop skills related to the operational functioning of the financial system and financial investment management techniques. Students can continue their studies to the master's degree level in:

Markets and Financial Intermediaries (MIF)

Objectives of the course

To develop the skills necessary to understand:

- a. The functioning of the financial system and the securities markets;
- b. Financial investment management techniques
- c. The management and control of intermediaries.

SUBJECTS	CFU
FIRST YEAR	
SEMESTER I	
• Microeconomics	12
• General mathematics	12
• Computer science	6
• English	6
SEMESTER II	
• Business economics	9
• Public law institutions	9
SECOND YEAR	
SEMESTER I	
• Accounting	12
• Economics of financial intermediaries	12
• Macroeconomics	6
• Financial mathematics	6
SEMESTER II	
• Statistics	9
• Credit and monetary economics	6
• Private law institutions	9
THIRD YEAR	
SEMESTER I	
• Trade law and banking law	12
• Bank, credit, insurance	12
• Securities markets and investments	6
SEMESTER II	
• Economic history	6
A subject chosen from among the following:	
• Corporate funding	6
• Economic and financial balance sheet analysis	6
• Property markets and investments	6
To be inserted freely during the various years of the course	
• Additional language skills	3
At the student's discretion, possible combinations between:	
• Disciplinary laboratories, examination, internship	12
By way of completion of all educational activities:	
• Final Exam	3

Business Administration (EA)

STUDY SYLLABUS BUSINESS ECONOMICS / EA

The Business Economics syllabus provides useful skills to operate in companies with management functions and management control. Students can continue their studies with the two-year Master's degree: Corporate Consulting and Management (CDA).

Objectives of the course

To provide useful skills to operate within companies in management and control roles and management roles

*if chosen, the course can be attended during the first semester

SUBJECTS	CFU
FIRST YEAR	
SEMESTER I	
• Microeconomics	12
• General mathematics	12
• Computer science	6
• English	6
SEMESTER II	
• Business economics	9
• Public law institutions	9
SECOND YEAR	
SEMESTER I	
• Accounting	12
• Macroeconomics	6
• Financial mathematics	6
SEMESTER II	
• Statistics	9
• Political and economic geography	6
• Private law institutions	9
THIRD YEAR	
SEMESTER I	
• Economic policy	6
A course chosen from among the following:	12
• Planning and Control and Cost Analysis	
• Business economics, management and marketing	
• Trade law and business taxation	12
SEMESTER II	
• History of economics	6
A subject chosen from among the following:	9
• Economic and financial analysis of balance sheets	
• Auditing	
• Corporate law	6
A course chosen from among:	9
• Business Organization*	
• Economics and the tools of financial intermediaries (reduced) *	
To be inserted freely during the various years of the course	
• Additional language skills	3
At the student's discretion, possible combinations of:	12
• Disciplinary laboratories, examinations, internships	
By way of completion of all educational activities:	
• Final Exam	3

Economics: banks, companies and markets

International Business and Economics (ECI).

INTERNATIONAL ECONOMICS AND TRADE SYLLABUS/ ECI

The international economics and trade syllabus aims to develop financial and corporate knowledge with a particular focus on the international context.

Learning outcomes

To train users of technical and economic, company-orientated, statistical and quantitative knowledge, as well as basic elements of the law, in particular:

- Knowledge related to the management of the economic and financial aspects of international trade;
- Aspects of marketing, administration and control of companies operating in globalized markets and having to tackle the problems of relocation.

*if chosen, the course can be attended during the first semester

SUBJECTS	CFU
FIRST YEAR	
SEMESTER I	
• Microeconomics	12
• General mathematics	12
• Computer science	6
• English	6
SEMESTER II	
• Business administration	9
• Public law institutions	9
SECOND YEAR	
SEMESTER I	
• Accounting	12
• Macroeconomics	6
• Financial mathematics	6
SEMESTER II	
• Statistics	9
• Political and economic geography	6
• Private law institutions	9
THIRD YEAR	
SEMESTER I	
• International economics	12
• Trade law and business taxation	12
• Economics of international groups and relations	6
SEMESTER II	
• Economic history	6
• Economics and methods of international exchanges	9
• Economic policy	6
• Marketing and international marketing *	9
To be inserted freely during the various years of the course	
• Additional language skills	3
At the student's discretion, possible combinations between:	
• Disciplinary laboratories, examination, internship	12
By way of completion of all educational activities:	
• Final Exam	3

MASTER'S DEGREE IN

Markets and financial intermediaries / MIF

The Master's degree in **Markets and financial intermediaries** (MIF) provides students with professional knowledge of both the management of intermediaries and financial markets, and finance, to be used in banks, insurance companies, brokerage firms and asset management.

Graduates of the Master's degree in **Markets and Financial Intermediaries** acquire specialist knowledge in the area of management of financial intermediaries and operations of financial markets, as well as a solid knowledge of issues in the field of finance. The training emphasizes the importance of the aspects of management and risk control, of microstructure and the functioning of financial markets, financial instruments, the management of portfolios of financial assets, the financial needs of economic operators and of multiple modes of attaining satisfaction with the intervention of intermediaries and financial markets; the assessment of business performance; the legal aspects that regulate the activity of intermediaries and financial markets. During the study period in relation to the specific objective of professional training, there are many employment opportunities for the application of the knowledge acquired, with internships - within financial institutions and private national and international institutions.

Thanks to the acquisition of methodological tools and the experience gained during the course, graduates in **Markets and Financial Intermediaries** are able to apply knowledge and understanding in various professional fields:

- In banks;
- In insurance;
- In brokerage companies;
- In asset management companies;
- In the field of financial promotion and consultancy;
- In the public administration field.

Graduates in **Markets and Financial Intermediaries** are also characterized by appropriate knowledge and expertise in solving operational problems relating to business economics and banking, both for proposing and supporting practical and theoretical arguments.

Markets and financial intermediaries

SUBJECTS	CFU
FIRST YEAR	
SEMESTER I	
• Economics of financial markets and institutions	12
• Risk management and derivatives	12
• Introduction to probability theory and mathematical theory of financial portfolios	9
SEMESTER II	
• Law of financial intermediaries	9
A course to be chosen from among the following *:	6
• Analysis and measurement of financial risk	
• Statistical Inference	
SECOND YEAR	
SEMESTER I	
A course to be chosen from among the following*:	6
• Economic statistics	
• Mathematical methods for economics and finance**	
• Atypical and insurance financial contracts	6
A course to be chosen from among the following*:	6
• Law of quoted companies	
• International tax planning	
• Financial market law	
SEMESTER II	
• Investment analysis	6
A course to be chosen from among the following*:	6
• English (advanced course)	
• History of economic thought	
• Corporate finance	9
To be chosen freely during the various years of the course	
At the student's discretion, the possible combinations are:	9
• Disciplinary laboratories, examination, internship	
• Educational and orientation apprenticeship	6
Completion of all educational activities:	
• Final Exam	18

* The choice should be such that it combines the 4 tests from first and the second semesters, the sustaining of an examination of SECS-S/01 or SECS-S/03 and an examination of SECS-S/06

** If chosen, the subject must be attended in the second semester

MASTER'S DEGREE IN

Consulting and corporate management / CDA

The Master's degree in Consulting and Corporate Management provides students with professional specialist knowledge to be used in the context of self-employment, consulting companies, industrial companies or services, or public companies.

The course is divided into two syllabi:

- professional programme
- managerial programme

- The objective of the Master's degree in Consulting and Corporate Management is to train professionals with extensive knowledge of business management, who will be able to take on roles in the field of management consulting within companies, as well as to train personnel for positions in the field of administrative and financial management control. Specifically, within a two-year period we develop all subjects, in the field of professional business training: the theories and economic and financial tools, that is, the various systems, methods and procedures for budgeting and accounting, principles of national and international accounting, professional techniques for the ordinary and extraordinary management of the economics of business groups, strategies and corporate policies, auditing and management control. Subjects that are instrumental in business governance are equally important, namely juridical ones: advanced aspects of corporate commercial law, the law and procedures crisis and bankruptcy, tax law related to business income in different moments of ordinary and extraordinary management, regulatory aspects of new forms of contract, the law of antitrust regulation etc.

Thanks to the acquisition of new knowledge, methodological tools and experience gained during the Master's degree program, graduates in Consulting and Corporate Management are able to apply knowledge and skills to solve different business issues, relating in particular to:

- Information systems;
- Economic and financial assessments;
- Corporate governance;
- Company strategies and policies;
- Management control;
- Economics of business groups;
- Extraordinary management.

The areas of professional reference are represented by:

- Industrial, commercial, and financial services companies;
- Auditing and consultancy firms;
- Public administration;
- The credit system.

Graduates in Consulting and Corporate Management possess the appropriate skills to solve operational problems relating to business economics, both for proposing and supporting practical and theoretical arguments.

Professional programme

SUBJECTS	CFU
FIRST YEAR	
SEMESTER I	
• Company valuation and extraordinary transactions	12
A course chosen from among the following:	6
• Geography of Globalisation	
• Atypical financial contracts and insurance	
• Consumers and savers rights	
A course to be chosen from among the following:	6
• Law of quoted companies	
• Labour Law**	
• International tax planning	
A course to be chosen from among the following:	9
• Economic statistics and institutional statistics	
• Introduction to probability calculation and mathematical theory of financial portfolios	
SEMESTER II	
A course to be chosen from among the following:	9
• Consolidated balance sheet	
• International accounting standards*	
• Advanced macroeconomic analysis	9
SECOND YEAR	
SEMESTER I	
A course to be chosen from among the following:	6
• History of the company**	
• Economics of internationalisation	
• Economic development and income distribution **	
A course to be chosen from among the following:	9
• Corporate strategy	
• Managerial behaviour**	
SEMESTER II	
• Professional techniques	6
A course to be chosen from among the following:	9
• Law of extraordinary transactions	
• Bankruptcy Law	
• English (Advanced course)	6
To be inserted freely during the various years of the course	
At the student's discretion, possible combinations of:	9
• Disciplinary laboratories, examination, internship	
• Educational and orientation apprenticeship	6
By way of completion of all educational activities:	
• Final exam	18

* If chosen, the subject must be attended in the second semester

** If chosen, the subject must be attended in the first semester

Managerial programme

SUBJECTS	CFU
FIRST YEAR	
SEMESTER I	
A course to be chosen from among the following:	6
• Geography of globalisation	
• Consumers and savers' rights	
A course to be chosen from among the following:	9
• Economic statistics and institutional statistics	
• Introduction to probability calculation and mathematical theory of financial portfolios	
• Rights of quoted companies	6
SEMESTER II	
A course to be chosen from among the following:	6
• History of the company	
• Economics of institutions	
A course to be chosen from among the following:	9
• Consolidated balance sheet	
• Marketing metrics	
• Theory and Technique of Business Communication (changed)	
• Advanced macroeconomics analysis	9
SECOND YEAR	
SEMESTER I	
• Assessment of business performance (6 credits) and managerial behaviour (9 credits)	15
A course chosen from among the following:	9
• Enterprise strategies	
• Extraordinary transactions **	
SEMESTER II	
A course to be chosen from among the following:	6
• Economic Development and Income Distribution	
• Economics of internationalisation *	
A course to be chosen from among the following:	6
• International tax planning *	
• Labour Law	
• English (Advanced course)	
To be inserted freely during various years of course	
At the student's discretion, possible combinations of:	9
• Disciplinary laboratories, examination, internship	
• Educational and orientation apprenticeship	6
By way of completion of all educational activities:	
• Final exam	18

* If chosen, the subject must be attended in the first semester

** If chosen, the subject must be attended in the second semester

Master's Programmes

EDUCATION, MANAGEMENT AND STORAGE OF DIGITAL ARCHIVES IN PUBLIC AND PRIVATE FIELDS

Interdepartmental master's programme:
Economics and Law, Education and Cultural Heritage, Humanities

Director **STEFANO PIGLIAPOCO**

This Master's course aims at teaching the methodologies for the most up to date education, management and preservation of the digital archives of the public administration, dealing, from a scientific point of view, with subjects related to activity in the archival public bureaucracy and enterprises, so that those enrolled might gain awareness of their professional role and the ability to be active in organizing complex archival systems.

In actual fact, the attendees of the master's programme will have to develop the ability to build and manage an archive system to ensure the conservation of paper and digital documents of any public institution or enterprise, using information technology and interacting with the administrative organization. The master's programme intends to train a professional figure capable of undertaking numerous and varied tasks, and capable of performing in the following roles:

- computer-archivist;
- records manager;
- conservation manager;
- service manager for the protection of IT protocol, the management of document flows and archives.

MARKETING AND BUSINESS MANAGEMENT / MDA

Director **ELENA CEDROLA**

The Master's programme aims to develop the typical themes regarding a correct approach to marketing, which are determining factors for the corporate / market / competition correlation. The special feature of the master's programme is to accompany the baggage of the expertise regarding marketing and communication on and off line with the processes and tools for management and control. There is a strong connection with the operating world and the presence, during the training period, of managers from companies operating within the local and national territory. The natural source of employment for students completing the master's programme in Marketing and Business Management is within the marketing / sales department of industrial and services companies, in positions with responsibilities regarding both corporate and operational strategic management.

CORPORATE AND TAX CONSULTING / CAT

Director **ANDREA FRADEANI**

The recent changes in the tax system as well as the recent trend towards the reorganization and internationalisation of economic activities highlight the need to specialize and update professionals within this sector. The Master's programme aims to provide students with the technical skills to use within the self-employment field and in the field of specialist advice to support businesses, as well as to provide the essential tools to assist companies in understanding the economic scenario, equipping professionals with the necessary techniques to monitor performance and propose strategies to improve competitiveness.

The Master's programme is aimed at graduates in economics, law and equivalent degrees, there is also a number of listeners expected, namely, professionals who do not have a bachelor's degree. The "part-time" formula will also appeal to those working as tax advisers and business consultants who wish to achieve a specialization or update their knowledge regarding the exercise of the profession within the self-employment field. The natural source of employment for candidates following completion of the master's programme is the ability to start-up a private practice within field of taxation and trade, as well as to train professionals performing management functions and / or having responsibilities as fiscal and administrative managers within companies, firms and public bodies.

ADMINISTRATION AND FINANCE OF TERRITORIAL AUTONOMIES / AFAT

Director **GIULIO M. SALERNO**

The master's programme aims to create an educational course that provides a good specialised education in administration within the framework of territorial autonomies, in the light of the significant innovations that are occurring in the process of implementation of the Constitution, with respect for the autonomy of the regions and local authorities, the redefinition of the relative functions and the corresponding institutional and organizational structures. The Course is aimed at students wishing to develop real expertise in the field of the duties of the territorial bodies, both from a legal point of view and from an economic-financial one.

Postgraduate training programme

TOOLS FOR CORPORATE CONTROL AND CORPORATE FINANCE

Director **ALESSANDRO GRASSO**

Educational aims

The course aims to provide an education with a high level of qualification in the different areas and different tools that characterize the corporate control business as well as providing the tools necessary to operate as an external professional, such as a management consultant or a member of the supervisory departments in order to set up and coordinate the processes of management control. The course is based on a strong connection with the operational world, through participation in the educational process of professionals and managers from major industrial and service companies. The strength of this link will provide students with know-how that will prove immediately usable in the operational and professional world.

Pupils finishing the programme should have acquired skills enabling them to :

- Analyse the effectiveness of management processes;
- Evaluate the economy and efficiency of business operations
- Provide support to systems of corporate governance

Contacts

economiaediritto.unimc.it

Director

PROF. GIULIO M. SALERNO

ded.direttore@unimc.it

Head of Administration

ING. MARCO MARZIALI

ded.coordinatore@unimc.it

Secretary of the directorate

TIZIANA SAGRETTI

Piazza Strambi, 1

62100 Macerata MC

T. 0733 258 2721

Fax 0733 258 2742

ded.direzione@unimc.it

ORGANIZATIONAL UNIT FOR DIDACTICS AND STUDENTS

Manager

TIZIANA SAGRETTI

T. 0733 258 2721 Fax 0733 258 2742

ded.didattica@unimc.it

CINZIA MAGRINI

T. 0733 258 2740

cinzia.magrini@unimc.it

CRISTIANO ARMELLINI

T. 0733 258 2741

armellini@unimc.it

BARBARA NOVELLI

T. 0733 258 2738

barbara.novelli@unimc.it

State Exam for Chartered Accountants and Expert Bookkeepers

esamidistato@unimc.it

Student's secretariat

Via Don Minzoni 2

62100 Macerata

ALBERTO CICARÉ

ded.segreteria.studenti@unimc.it

Fax 0733 258 6032

/Public information desk

From Monday to Friday

9:30-12:00;

Thursday, also 14:30 - 16:00

Telephone information service

+39 0733 258 2000

operational from Monday to Friday

from 12.00 to 14.00

DOMENICO VICEDOMINI

vicedomini@unimc.it

ADMINISTRATIVE AND FINANCIAL ORGANIZATIONAL UNIT

Manager

LUCIO PUPILLI

Via Crescimbeni 20

62100 Macerata

T. 0733 258 3206

Fax 0733 258 3205

ded.amministrazione@unimc.it

CARLO SAMPAOLI

T. 0733 258 3960

csampaoli@unimc.it

/ Information service and Reception

MAURIZIO SEGHETTI

T. 0733 258 3201

Fax: 0733 258 3205

seggetti@unimc.it

Research and Internationalisation Organisational Unit

Manager

SILVANA TARTUFOLI

Via Crescimbeni 20

62100 Macerata

T. 0733 258 3219

ded.ricerca@unimc.it

MILENA GENTILI

T. 0733 258 3239

LIBRARY

Manager

MARISA VITTORINI

Palazzo Compagnoni delle Lune

Via Don Minzoni 17

opening hours

morning: Monday-Friday 9:00 - 13:00

afternoon: Monday-Tuesday 14:00-17:00

T. 0733 258 2662

vittorini@unimc.it