

Option 1: UniPD students enrolling into the International Business Issues track at ESC

SUBJECTS @ ESC	Year	Term	ECTS	Option	SUBJECTS @ UNIPD (recognition)	ECTS
Multicultural Teambuilding	3	1	2			
Business Ethics	3	1	6			
Business Intelligence 1	3	1	3			
Strategy & Int Development	3	1	6		Marketing	6
Cross Cultural Management	3	2	6		Operations management	6
International Economics and Finance	3	2	6		Gestione delle risorse umane	6
Business Negotiation 1	3	1	6		Industrial organization, markets and strategies	6
Digital Marketing	3	2	4	Y	Accounting for decision making	6
E-business Strategies	3	1	4	Y		30
Economics, Globalization – Trends & Risks	3	1	4	Y		
Export & Import Trading	3	2	4			
Sales Organization	3	2	6			
Personal Branding	3	2	2			
Business Negotiation 2	3	2	4	Y		
					Electives recognized with ESC denomination in order to substitutes the internship e the elective courses required by Unipd	10+12
					Final Project (Thesis) – to be done in Padova	4
Total ECTS Year 3			63		Total ECTS Year 3	56