



UNIVERSITÀ
DEGLI STUDI
DI PADOVA

Graduate degree courses

Dipartimento di Scienze Economiche e Aziendali
“Marco Fanno”
Servizio Orientamento

May 2018



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DI PADOVA

Entrepreneurship and Innovation - EI

LM-77, Scienze Economico-Aziendali

Objectives

Study paths

Career opportunities

Admission Procedure



LANIERI

Esce Crea la tua giacca su misura

Bottoni
In abbinamento al tessuto che hai scelto ti consigliamo:

Blu	Barbora	Grigio Antracite	Tessuto al Pirella
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Oppure scegli dal catalogo completo:

Crema	Grigio Chiaro	Tessuto al Seta	Bianco Puro	Tessuto del momento
Azzurro	Azzurro Scuro	Grigio Vintage	Grigio Vintage	Marone Vintage
Marrone Scuro	Grigio Nero	Nero Nero	Castano Grigio	Castano Rosso

Bottoni in vero corno grigio scuro opaco.

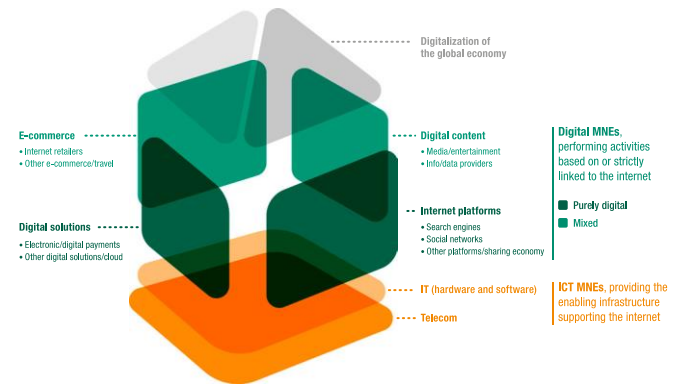
INCHIETRO **AVANTI**

Giacca Blu Monaco Quadri
Tessuto prodotto da Vitale Barberis Canonico

450 €
IVA inclusa

VAI AL RIEPILOGO

[Write to us /scrivici!](#)



Source: CUNCTAD.



A New Global scenario

- Competitive assets of businesses have changed
- Sectoral and territorial borders are more nuanced

Therefore

- Firms – even SMEs – are forced to reformulate their competitive and collaborative strategies
- New commercial approaches
- Novel paths of Innovation
- Logic of internal organization



Specifically in these processes

- They have altered the dynamic of economic relations between countries, between industrial sectors and territories.
- They have called into question **new business models**.
- They have led in **redesigning internal management processes within companies and along supply chains;**
- They have led to **new forms of entrepreneurship**
 - ✓ Start-up, spin-off
 - ✓ New individual business ventures



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New professions wanted





New professions for:

- The management of **business innovation processes** in the new technological scenario and business set-ups (business networks, global value chains)
- The application of **technologies** in terms of production and commercial processes in an international context (ex **Industry 4.0**)
- The development of **new business areas** within and outside companies



Managerial careers in manufacturing firms

- Small and medium size enterprises

Which have initiated growth strategies, internationalization and/or strategic innovation.

- Large scale firms

which, through the creation of spin-offs or dedicated business units, initiate paths of business innovation or research into new development opportunities

Managerial careers in knowledge-intensive business firms (KIBS)

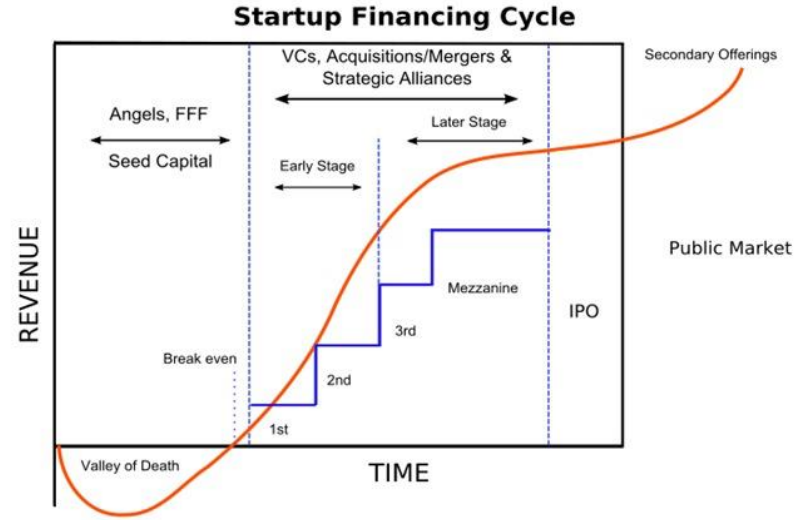
- They have initiated strategies for dimensional growth and management innovation;

Professional and entrepreneurial careers in sectors

- Innovative manufacturing, services and culture



What will I be able to do?





What will I be able to do?

Understanding the phenomena of globalization

- **Integration of different perspectives**
 - ✓ Macroeconomics
 - ✓ Innovation
 - ✓ Entrepreneurship

Organize and manage resources and relationships

- **Within the company**
- **Along global supply chains**

Apply quantitative and qualitative tools to business decisions

- **General**
 - ✓ Strategy
- **Functional and of process**
 - ✓ Marketing
 - ✓ Innovation
 - ✓ Human capital



Lectures focused on progressive change (Economic and Business Phenomena, scientific debate)

➤ For Example

- ✓ Global Firms & Global Value Chains

Project that combines different languages (managerial, economic, quantitative)

➤ For Example

- ✓ Economics and Management of Innovation
- ✓ Not only «*Organization Design & Governance of Human Capital*», but also «*Economics of Human Resources*»



Traditional and innovative teaching models for professionalization and cultural growth

**Lectures, case studies, accounts,
visits**

Workshops

(Managerial labs)

**deal with projects and
requests from companies and
develop original proposals
through team work**





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Exploring Entrepreneurship

COMPARING PERSPECTIVES: A DIALOGUE BETWEEN AN ENTREPRENEUR AND A MANAGER

Friday, May 4th 2018
Room 14, Via Bassi 1
Padova



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ALUMNI
UNIVERSITÀ DEGLI STUDI DI PADOVA



CONFINDUSTRIA PADOVA

agi GRUPPO GIOVANI IMPRENDITORI



What would I study?

I Year 1° semester	CFU	I Year 2° semester	CFU
Economics and Management of Innovation	12	Global Firms & Global Value Chains	12
Corporate Law	6	Economics for Management	12
Relational Marketing	6	Management Control and Finance	6
Foreign Language	2	Statistics for Management	8
	26		38



What would I study?

I Year 1° semester		I Year 2° semester	
Economics and Management of Innovation	12	Global Firms & Global Value Chains	12
Corporate Law	6	Economics for Management	12
Relational Marketing	6	Management Control and Finance	6
Foreign Language		Statistics for Management	
	26		38

IPR, innovation sources
Measurement of R&D,
innovation policy, etc.

FDI impacts,
born global, GVC and
Innovation, etc.

Company law,
Partnership, M&A,
etc.

Microeconomics, Foreign
Exchange market, developing
Country growth, etc.

Web marketing, digital
Social Media marketing,
Customer Relat. Mngt

Design of performance
And control system, KPI,
Balance scorecard, etc.



What would I study?

II Year 1° semester	CFU	II Year 2° semester	CFU
Entrepreneurship and strategies for growth	12	Optional course	12
Service Management	6	<i>Managerial Labs 1</i>	6
		<i>Managerial Labs 2</i>	6
Economics of Human Resources	6	<i>Doing business in emerging economies</i>	6
		<i>Economic Growth</i>	6
Organization Design & Governance of Human Capital	6	Dissertation	14
	30		26



What would I study?

	CFU	II Year 2° semester	CFU
Entrepreneurship strategies for growth		International courses	2
Service Management	6	Managerial Labs 1	
		Managerial Labs 2	6
Economics of Resources		Doing business in emerging economies	6
		Economic Growth	
Organization Design & Governance of Human Capital	6	Dissertation	
			26

Entrepreneurial processes
Networking and growth,
Founding team, etc.

Servitization, New
Business models
Digital transformation

HRM and digital
transformation

Digital manufacturing
Strategy, Industry 4.0

Labour market, Labour
Dynamics, etc.

Set up/mngt new
companies in EE

Growth, technology,
Inequality, demand...

Forms of organizations
HR practices, etc.



Department of Economics and Management

Via del Santo, 33

www.economia.unipd.it

- Class rooms – via U. Bassi, 1
- Class rooms – via del Santo, 22
- Class rooms – viale G. Colombo, 3



Why should I choose Padova?

DSEA is a department of excellence!!

The Department of Economics and Management "Marco Fanno" of the University of Padova is selected as department of excellence by ANVUR (Italian National Agency for the Evaluation of University and Research Systems) to access 271 million euros provided annually, for the five-year period from 2018-2022, to strengthen and enhance research excellence.



1. Have a bachelor's degree or a three-year university diploma.
 - By 19th October 2018 (or, at the latest, by 31st December 2018 “Graduating within the year in progress”)
2. Have Passed validated and registered credits in the fields indicated in the course requirements, at the date of submission of pre-enrollment application.
3. Admission test



- Application for pre-enrollment online (between 11 June to 12 July 2018)
 - Admission bulletin
 - The procedures and timelines are defined in the Admission bulletin
 - Payment of MAV for every single graduate course that one wishes to apply.



- Students need to submit a prior application for evaluation of Minimum curricular requirements
 - Please pay special attention to insert correctly :
Fiscal code, SSD, CFU e marks
 - It is obligatory for each graduate course.
 - A sum will be charged for each evaluation requested for by the student.



Minimum Curricular Requirements

MINIMUM CFU	Functions, processes and technologies	Economic and social systems	Data management	Law
ENTREPRENEURSHIP AND INNOVATION	20 SECS-P/07; SECS-P/08; SECS-P/09; SECS-P/10; SECS-P/11; ING-IND/35; ING-IND/15; ING-IND/16; ING-IND/17; SPS-08; ICAR/13; ICAR/17	14 SECS-P01; SECS-P/02; SECS-P/03; SECS-P/05; SECS-P/04; SECS-P/12; SPS-09	10 SECS-S/01;SECS-S/03;SECS-S/06; MAT/05; MAT/06; MAT/08; MAT/09; INF/01; ING-INF/05	6 IUS/01; IUS/04; IUS/09; IUS/13; IUS/05; IUS/07; IUS/14

Note: disciplinary areas (SSD) characterizing each field



Admission into our courses

Criteria for admission #3

The total score is given by the sum of the weighted average of the minimum requirements + the test result as follows

Masters	Exams weighted average (as on minimum requirements)	Test score	Determination of admission threshold relative to total score
Business Administration	30	70	60%

Note: exams in SSD different than those indicated in the previous slide will not be considered

NB: The graduation score is not considered



Compulsory Test

- When?
 - **July 24, 2018**
- How?
 - Questionnaire with multiple choice questions (Paper based - not online)
- What?
 - Each course will have a different test
 - 30 multiple choice questions in 70 minutes





International relations office

international.economia@unipd.it

Stage & Placement service

stage.economia@unipd.it

Tutoring service

tutor.economia@unipd.it

Skills assessment

Monica.amoruso@unipd.it



- **Constant assistance before, during and after departure**

- **Assistance in the choice of study plan and its recognition**

- **Promotion and information on opportunities to undertake an international experience**

- **Incoming student support and integration events**

- **70 Erasmus agreements for a total of 257 grants (180 undergraduate and 93 masters)**
 - ✓ 170 outgoing students
 - ✓ 150 incoming students



➤ **dSEA – Overseas Exchanges**

- **USA** – Ross Business School;
- **INDIA** – Rajagiri School of Business;
- **COLOMBIA** – Universidad del Rosario;
- **TAIWAN** – National Tsing Hua University

➤ **International Summer Programmes in Management**

- **CHINA** – University of Guangzhou

➤ **Bilateral Agreements of the university extra UE**

US – Boston/ **AUS** – Sydney/ **BRAZIL** – 7 Atenei / **CANADA** –
Concordia / **CHINA** – Guangzhou/ **RUSSIA** – Moscow, Perm ,
Saint Petersburg/





- Receiving stage requests
- Publication and online management of offers
- Administrative support
- Training and accompanying students towards stage
- Individual counselling for writing CV

- **5623** stage initiated in 18 years (from a.y. 1997/98 to 2016/17)
 - 323 internships initiated in a.y. 2016/17
 - **292** Stage abroad in the last 11 years
- **1800** Companies that have hosted Economics students in stage for the past 10 years
- **21** Foreign countries where Economics students have done stage for the past 11 years



Some of our international partners...

- Sharemyclick SL - Barcelona
- Bpv Finance International – Ireland
- Joint Stock Company UniCredit Bank – Russia
- Webschmiede GmbH – Germany
- Project for People Onlus – India
- Portfolio Control gmbh - Germany
- Camera Commercio - Bruxelles
- Travix International B.V. - Holland
- Mediolanum International Funds - Ireland
- Intelligent Positioning - UK
- Ferrero Ltd – UK
- MyBrain Technologies - France





Aspiag Service srl
Morellato SpA
Agenzia delle Entrate
Veneto Agricoltura
SIT SpA
Safilo SpA

Carel Industriars SpA
Electrolux
Geox
GlaxoSmithKline
Gruppo Coin
OVS SpA
Porsche Italia
Bottega Veneta
Gucci
PAM Panorama SpA
Luxottica
Morellato Spa

Moncler
Decathlon
Lagardère Food Services
L'Oreal Italia
Unox

Assicurazioni Generali
Intesa Sanpaolo
Banca Mediolanum
Banca Popolare Etica
Banca Popolare di Vicenza

H-Farm
Azienda Ospedaliera Padova
Deloitte
KPMG
PWC
Sinedi srl



- **Tutoring Service**
 - ✓ Provide tools to set up a work plan that enhances students' ability to manage time factor by identifying effective and efficient methods for studying and preparing for exams
 - ✓ To develop in students an individual capacity to construct study objectives

- **Skills Assessment**
 - ✓ Helps a student during the process of self-evaluation
 - ✓ Recognizes the skills and the potential of the student
 - ✓ Guidance in planning personal professional profile.



For more information

- Clarifications on admission bulletins and procedures

informazioni.economia@unipd.it

- Clarification on content and structure of the courses

Tutoring Service

tutor.economia@unipd.it