



# DIDACTIC REGULATION

Economics

Degree Class L-33

Faculty of Economics

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# DIDACTIC REGULATION FOR THE DEGREE COURSE IN ECONOMICS

## Degree Class L-33

### Introduction and area of competence

1. The present Regulation shall regulate the didactic organization of the Degree Course in Economics L-33 and, in particular, shall determine the elements required in the art. 12 of DM 270/04.
2. The present didactic Regulation of the Degree Course in Economics L-33, pursuant to the Didactic Regulation of the University, shall be approved by the competent didactic structure by majority and shall be approved by the Technical-Supervisory Committee.

## Title I: PURPOSES AND DIDACTIC RULES

### Art. 1 – Introduction

1. The present Regulation shall regulate the didactic organization of the Course of Study in Economics L-33 and, in particular, shall determine the elements required by art. 12 of DM 270/04.
2. The administrative authorities of the DC shall be the Coordinator (hereinafter referred to as CCdL), the Council of the DC and the Commission for the Didactic Coordination (CCD):
  - a. the Coordinator, a teacher appointed by decision of the Technical-Supervisory Committee and shall hold a coordinating function;
  - b. the Commission for the Didactic Coordination, with the purpose of promoting and verifying the quality and the unity of the teachings of the DC;
  - c. the Council of the DC shall be comprised of teachers who are entitled to at least one teaching.
3. The didactic rules of the DC, along with its general framework of formative activities, shall be reported in the attachment forming part of the present Regulation (Attachments 1-2).
4. The present Regulation, pursuant to the academic Didactic Regulation, and to the other didactic regulations, shall regulate the didactic organization of the Degree Course on the elements which were not defined in the aforementioned Regulations.

### Art. 2 - Structure of the Degree Course

1. The DC belongs to the Faculty of Engineering.
2. The DC shall be organized in three years, shall provide for the acquisition of 180 credits (CFU) and shall provide theoretical and methodological basis for the scientific education in the economical field, with the aid of formal tools of mathematics and statistics, deepening the legal rules regulating social life, and its

- economic aspects. Upon completion of the studies, after having acquired 180 credits, the students shall be conferred the following study title: "Doctor in Economics". The knowledge and skills provided by the Degree Course shall enable the graduate students to directly access to the labour market, but also to continue the studies with a Master, or a Master's Degree in the field of Economy and Business (Master's Degree in Economic Sciences).
3. The course of study in Economics includes formative activities groups in the following typologies:
    - a. basic formative activities;
    - b. characterizing formative activities;
    - c. supplementary formative activities;
    - d. formative activities chosen by the students;
    - e. formative activities related to the preparation of the final dissertation;
    - f. formative activities for the development of further linguistic competences, for eventual formative internships, informatics, telematic and relational abilities.
  4. The course profiles of each formative activities shall be available on the website of the University, at the following "search for a member of the teaching staff"  
<https://www.uniecampus.it/en/students/search-for-a-member-of-teaching-staff/>

### Art. 3 - Specific formative objectives and description of the educational path

1. The Degree Course in Economics aims at providing the students with adequate training in order to work in the field of economics and business, within the private and public sector. The Degree Course in Economics enables the students to acquire appropriate basic knowledge on the resolution of business administration problems, and on the main methodologies of calculus, accounting and analysis of economical and business data. In addition, the course shall provide technical and interdisciplinary competencies, enabling the graduate student to access to the labour market, adapting autonomously to its dynamics.
2. The Degree Course is organized into four curricula: 1) Economics and Commerce; 2) Psychoeconomics; 3) Banking Finance and Insurance Sciences; 4) Company Start-Up and Business Models. During the first two years the formative path is characterized by a strong interdisciplinarity, providing basic knowledge on main learning areas (economics, business, law and mathematics-statistics); the third year includes characterized and professionalizing courses, diversified according to curriculum chosen by the University at the moment of the registration.
3. The present Regulation shall be completed with four documents attached annually prepared in the process of activation of the DC:
4. The present Regulation Il presente Regolamento è integrato da quattro documenti allegati predisposti annualmente in fase di attivazione del CdL:
  - a. In **Attachment 1** shall be indicated the general framework of the formative activities;
  - b. In **Attachment 2** shall be indicated the formative activities proposed along with the list of the teachings and the study plan;
  - c. In **Attachment 3** shall be indicated the guidelines for the final dissertation.

- d. In **Attachment 4** shall be indicated the Supplementary Formative Activities Syllabus;
5. All the information required by the current legislation such as the formative objectives of the course of study and the activated formative activities, the list of the teachers involved in the DC, shall be published on the University website and on the Course Profile.
6. The programmes for the teachings and the other formative activities along with the calendar of the examination session and the other forms of final verification shall be published before the beginning of the academic year.
7. The formative activities autonomously chosen by the student, provided for in Article 2 paragraph 4, letter d, shall be selected among the teachings indicated in **Attachment 2**.
8. For all the matters related to their academic career and their study plans, the students shall turn to their tutor, who shall be their reference point. The Degree Course, in fact, shall offer an ongoing orientation and tutoring service which avails itself of the assistance of tutors selected by the University and operating in conjunction with the coordinator and the Council of the Course of Study. The orienting service, in particular, offers information on the Degree Course, on the didactic activities, on the logistical and organizational aspects and collects eventual recommendations and criticalities. The tutors address the students, offering assistance and personalized support aimed at the working students and at the "fuori corso" students.
9. There are no planned preparatory activities with regard to the education path.

#### Art. 4 - Learning Results

1. The Bachelor's Degree Course in Sciences and Techniques of Psychology aims at developing the following knowledge and abilities:
  - a. With reference to **knowledge and comprehension**: the graduates in Economy shall acquire knowledge related to microeconomics and macroeconomics; an adequate competence in mathematics and statistics as well as the knowledge of the principles and institutions of the legal system; notions of accounting and a solid preparation in the area of economics and business; knowledge related to financial brokerage and capital market, as well as organizational culture of the working environment. In particular, the graduate in "Economics and Commerce" shall acquire knowledge and comprehension related to business administration; from a historical-economical point of view, they shall use the proper instruments in order to analyze economic operations and financial issues and to draft a financial statement, as well as to carry out a business evaluation; the graduate in "Psychoeconomics" shall also be able to identify and understand the psychological aspects characterizing the behaviour of the individual and of a group of individuals on a business organization, shall acquire knowledge and comprehension of the psycho-social variables influencing the behaviour of consumers and businesses, and of the psychological aspects influencing the organization of a business; the graduate in "Banking Finance and Insurance Sciences" shall acquire knowledge on the functioning of financial brokerage, securities

market and ordinary/extraordinary finance, shall gain specific knowledge on the management of financial activity and shall acquire the ability to analyze the problems related to financial risk, credit and insurances, as well as to identify convenience between investment alternatives; finally, the graduates in "Company Start-Up and Business Models" shall be acquire specific knowledge on planning, organization and control of business development plan, with particular reference to the establishment and management of company start-ups, both from a management and juridical point of view; in addition, they shall be able to understand and propose strategic policies for the development of spin-off projects.

- b. With reference to **Applying knowledge and comprehension**: the graduates in Economics shall acquire the ability to analyze and evaluate the issues related to microeconomics and macroeconomics in order to interpret current and historical economic phenomena; understand and analyze critically the theoretical models exposed by the scientific literature; use mathematic-statistic knowledge applicable to the economic-social phenomena; apply competencies related to measurement, collection and treatment of the data needed for the economical analysis; to analyze and deal with the problems related to economic systems, taking account of the psychological, sociological and cultural components; the graduates in "Psychoeconomy" shall be able to apply the theoretical knowledge to the cognitive and learning processes, as well as to the psychological themes in support of the development of human resources and the definition of the organizational structure of a company; the graduates in "Banking Finance and Insurance Sciences" shall be able to understand and analyze the tendencies of the financial markets, shall be able to apply the methods and techniques for the management of financial activity and to debate and confront the convenience between alternative investments; the graduates in "Company Start-Up and Business Models" shall be able to establish business plans and action programmes and to provide support in planning and managing the start-up processes, both from an administrative and juridical point of view.
- c. With reference to **making judgements**: the graduates in Economics shall be able to collect, analyze and interpret critically information and data with the aim to elaborate independent opinions in various economic fields; shall acquire an adequate critical spirit with regard to the complexity of the system in which they shall operate.
- d. With reference to the **communication skills**: the graduates shall acquire communicative methodology enabling them to transmit ideas, knowledge, techniques to various interlocutors; they shall also develop the ability to use correctly the scientific terminology, as well as the ability to discuss their opinion, in written and oral form, with the appropriate technical-juridical language.
- e. With reference to the **learning skills**: the graduates in Economica shall acquire autonomy during the learning pathway; shall acquire a study method which is not merely mechanic or mnemonic, but rather conceptual, critical, enabling them to elaborate concepts, express their opinions; assess the assimilated knowledge; all qualities which will be useful both in a professional environment and for the continuation of the studies.

## Art. 5 - Professional figures, sources of employment and education prospects

1. With reference to the education prospects, the graduates in Economics shall continue their studies through a Master or a Master's Degree (in particular, in the L-56 class).
2. The sources of employment provided for by the Degree Course in Economics shall be the following:
  - a. Private profession, as auditor, accountants and commercial experts, expert accountants (subject to an internship period, as well as to the State Exam and to the registration to section B of Register of Business Consultants);
  - b. The sector of banking and finance (banks, insurances, market participants, International financial institutions);
  - c. The sector of economics (public, private and social economics);
  - d. Financial study centres and research centres for National and International organizations;
  - e. Journalism specialized in Economics and Finance;
  - f. Stock market and marketing, dynamic contexts characterized by uncertainty and risk;
  - g. Teaching, pursuant to the rules regulating the access to lectureship.

## Art. 6 – Admission and enrolment

1. The students who intend to enrol in the DC shall be in possession of a secondary school certificate or another qualification attained abroad and recognized as suitable pursuant to the current legislation;
2. Subject to the admission requirements, the DC shall provide for an initial evaluation of knowledge and competencies in the following sectors: a) mathematics; b) economics and law (please see the *syllabus* provided in **Attachment 4**).
3. The knowledge and the competences provided for in the previous paragraph, shall be verified through non-selective tests. An eventual negative result of the non-selective tests shall not compromise the matriculation, and shall implicate the attribution of additional training requirements (OFA), aimed at the fulfilment of the identified lack.
4. The OFA shall be considered absolved for the incoming students requesting for the recognition of CFU for their previous academic career. More specifically, shall be exempted from the OFA the students who passed exams in the following subject areas during their previous academic career:
  - a. SECS-S/01-Statistics and SECS-S/06- Mathematic methods for Economics and financial sciences;
  - b. SECS-P/01-Political economics, SECS-P/07-Business administration, IUS/04-Commercial law or IUS/09-Principles of Public Law.
5. The OFA, required for the students failing the non-selective test provided for in the previous paragraph, shall consist in the telematic frequency in the University's Virtual Learning Environment. The OFA, which shall be fulfilled within the first year of the degree course, provide for a proficiency test for each remedial course.

6. The fulfilment of the OFA shall not implicate the assignment of any formative credit.
7. There shall not be any limits to the possibility of enrolment as 'studente fuori corso', nor a maximum number of repeatable years.
8. The recognition of the CFU of the incoming students as well as the quantification of the minimum number of CFU that the students shall attain in an academic year in order to continue the course of study to another academic year, shall be established in the related Academic Regulations.

## Art. 7 - Examinations and tests

1. For each formative activity shall be provided an examination, upon completion of the didactic activities represented by the learning objects present in the VLE.
2. The students shall acquire the CFU attributed to a particular formative activity only passing the examination.
3. The examination and the final evaluations needed for the attainment of the title shall not be more than 20. For the purpose of the calculation shall be considered the following formative activities: a) basic; b) characterizing; c) supplementary; d) optional. e) activities related to the final dissertation f) further linguistic knowledge, eventual formative internships, IT, telematic and relational abilities.
4. The examinations shall consist in a test structured in conformity with what is provided for in the "Regulation for the implementation of the examination" and with due regard for the following rules:
  - a. The examination shall be organized so as to evaluate the knowledge, the comprehension, and the application of the examination subjects, demonstrating the proficiency of the student in the didactic units/thematic units of the related teaching.
  - b. The final evaluation shall take into account the results of the partial examinations, carried out with due regard for the Academic Regulations, in which case the teacher shall specify in the "course profile" the kind of activity, the modalities and the criteria of evaluation.
5. The professor in charge of the teaching, before the beginning of each academic year, and with due regard for the general regulation of the University, shall communicate the modalities for the examination, the assessment criteria and the possibility to carry out partial examinations. The manner in which the examination shall be carried out shall be the same for all the students with due regard for what has been established at the beginning of the academic year.
6. The eventual partial verifications shall not replace the final examination.
7. With regard to the implementation of the examinations shall be applicable the rules provided for by the Academic Regulation.

## Art 8 - Duration

1. Shall be applicable the rules provided for by the Academic Regulation.

## Art. 9 - Mobility and studying abroad

1. The Degree Course in Economics, in line with the provisions of the University shall promote the exchange of teachers and students through international cooperation and bilateral agreements. In this regard see the indications published on the website of the University on the International Cooperation and the Erasmus Policy at the following link: <https://www.uniecampus.it/ateneo/cooperazione-internazionale/index.html>.

## Art. 10 - Final Dissertation

1. The final dissertation shall be written by the student with the supervision of a teacher of the Faculty of Psychology or of an external teacher entitled to one of the teachings provided for the Bachelor's Degree Course in Economics (L-33). The elaboration of the final dissertation, shall begin at least six months before the date estimated for the discussion, in order to guarantee its accuracy.
2. The discussion of the final dissertation shall consist in the presentation of a written dissertation realized by the student under the guidance of a supervisor with due regard for and with the procedures provided for in the related Academic Regulations and in the guidelines of the Faculty of Economics (see **Attachment 3**).
3. The final dissertation shall focus on any subject related to one or more formative activities of the following typology:
  - a. basic;
  - b. characterizing;
  - c. supplementary
  - d. optional.
4. The final dissertation, evaluated on the basis of definite parameters (such as competence in the bibliographic research, autonomy, quality of the dissertation) shall be assigned maximum 6 points.
5. The final dissertation may be written in a foreign language previously agreed upon with the supervising professor and the Coordinator of the Degree Course. In such case the student shall provide a detailed summary of the dissertation in Italian.

## Art. 11 - Attainment of the Degree

1. The student shall attain the Degree having acquired at least 180 CFU; and upon completion and discussion of the final examination (final dissertation).
2. With regard to the conditions for the admission to the final dissertation, the degree examination board, the implementation of the examination and the final grade see the Academic Regulation for the final dissertation.

3. The secretariat upon request, shall provide the graduate students with the Diploma Supplement, which shall describe the category, the level, the context, the content and the status of the studies carried out in accordance with the standard eight-point plan developed on the initiative of the European Commission, the European Council and of the UNESCO.

## Title II - OPERATIVE RULES

### Art. 12 - Obligations related to frequency

1. The students shall be admitted to the examination related to a determined teaching only after having implemented all the online learning objects making up the course.
2. The DC shall provide for the enrolment as part-time student, for all the qualified students, pursuant to what is regulated in the Academic Regulations.

### Art. 13 - Enrolment to the following years, transfer and withdrawal from the studies

1. See the rules provided for in the Academic Regulations

### Art. 14 - Recognition of incoming CFU

1. See the general regulations provided for by the University; along with the opinion of the DC if the aforementioned regulation shall require so.
2. Eventual formative credits provided for by the study plan related to IT abilities (2CFU) shall be recognized subject to the submission of the related certification. The recognized certifications are the following: ECDL FULL STANDARD (or a higher level); EIPASS 7 MODULI USER (or a higher level); CERTIPORT IC3 Global Standard 4 (or a higher level).

### Art. 15 - Dispositions for the students

1. The DC shall apply the rules provided for by the University regulating the frequency to the formative activities, the number of the credits to be acquired for the enrolment to the following course year; the requirements for the implementation of outsourcing education, and all the actions aimed at an effective learning. In this regard see the Student Regulation, the website page on the LDs and the Erasmus Policy of the University.

### Art. 16 - Assessment of the Didactic Activity

1. The DC shall implement forms of assessment of the quality of the didactic activities provided for by the current legislation with the modalities and the deadlines provided for by the University's Quality Assurance Committee.

### Art. 17 - Flexibility of the learning pathway

1. The Degree Course in Economics (L-33) with the collaboration of the online tutors (OT) proposes orientation and tutoring activities in relation to the individual study plan, of the optional formative activities and with regard to the implementation of the curricular internship, promoting a student-centred approach to learning focused on encouraging the assumption of an active role in the definition and in the time frame of the learning pathway. The DC shall promote a collaboration with the disciplinary tutors whom, coordinating with the teachers in charge of the course, shall have the task of supporting the preparation of the didactic materials and of the partial examinations, guaranteeing the possibility to implement flexible learning pathways. Finally, the student shall have the possibility to enrol in the DC and to take advantage of the formative offer at any time of the academic year and to carry out the examinations during the seven examination sessions, provided for in the academic calendar.

## Titolo III - FINAL AND TRANSITIONAL REGULATIONS

### Art. 18 - Amendments to the Regulation

1. Any amendment to the present Regulation shall be proposed by the Coordinator of the DC or by at least one third of the members of the Council of the DC or at least one third of the members of the Council of the DC and shall be approved by absolute majority and, successively, by the Technical Supervisory Committee.
2. In case of failure to approve the amendment, the proponent shall send a response, along with a report describing its motivations directly to the Technical Supervisory Committee.
3. The modifications to the present regulation, subject to the verification of their conformity to the Academic Regulations shall be issued by Decree of the President of the Technical Supervisory Committee.
4. Eventual legislative acts compatible with the Academic Regulation and incompatible with what is stated in the present regulation shall be applicable even in the absence of an expressed modification, but shall determine the immediate beginning of the procedure provided for in the first paragraph of the present article.
5. Eventual interpretive or applicative problems resulting from the succession of the Regulations in the course of time shall be the subject of a specific assessment on the part of the DC.

### Art. 19 - Transitional regulations

1. The present regulation shall be applicable from the academic year 2018/2019

## Attachments

**Attachment 1:** General Framework of Formative Activities.

**Attachment 2:** List of the Formative Activities (Study Plan)

**Attachment 3:** Guideline for the final dissertation.

**Attachment 4:** OFA Syllabus.

# ATTACHMENT 1

## General Framework of Formative Activities

Subject Area	Sector	CFU		Minimum by D.M.
		min	max	
Economics	SECS-P/01 Political Economy	8	16	8
Businesses	SECS-P/07 Business Administration	8	10	8
Statistics Mathematics	SECS-S/06 Mathematical methods for business and economics	6	7	6
Law	IUS/01 Private Law IUS/04 Commercial Law IUS/09 Principles of Public Law	8	18	6

**Minimum credits reserved by the University by D.M. 28: 30**

**Total Basic Activities**

30 - 51

### Characterizing Activities



Subject Area	Sector	CFU		Minimum by D.M.
		min	max	
Economics	SECS-P/01 Political Economy SECS-P/03 Financial Sciences SECS-P/06 Applied Economics	32	38	32
Aziendale	SECS-P/07 Business Administration SECS-P/08 Economics and Business Management SECS-P/09 Business Finance SECS-P/11 Economics of Financial Intermediation	27	36	7
Statistics Mathematics	SECS-S/01 Statistics SECS-S/06 Mathematical methods for business and economics	14	15	14
Law	IUS/05 Economic Law IUS/07 Private Law	9	10	9

**Minimum credits reserved by the University by D.M. 62: 82**

## Supplementary Activities



Subject Area	Sector	CFU		Minimum by D.M.
		min	max	
Supplementary Activities	IUS/05 – Business Law IUS/09 – Principles of Public Law M-PSI/01 – General Psychology M-PSI/05 – Social Psychology M-PSI/06 – Occupational Psychology SECS-P/01 - Political Economy SECS-P/02 – Economic Policy SECS-P/08 – Economics and business management SECS-P/09 – Corporate Finance SECS-P/10 – Business Organization SPS/09 – Sociology of Economical Processes and Sociology of Work	18	26	18

## Total Supplementary Activities

18 - 26

## Other Activities



Subject Area	CFU min	CFU max
Optional	12	12
Final dissertation	4	6
Final Dissertation and knowledge of a second language (art. 10, paragraph 5, letter c)		
Knowledge of at least one foreign language	4	5
Minimum credits reserved by the University for the Activities provided in art. 10, paragraph 5 lett. c	-	

	Further linguistic knowledge	-	-
Further formative activities (art. 10, paragraph 5, letter d)	IT Abilities	2	2
	Internship	-	-
	Further knowledge for the integration into the labour market	0	4
Minimum credits reserved by the University art. 10, paragraph 5 lett. d			
	Internship	0	0
<b>Total Other Activities</b>		22 - 29	
<b>Total CFU</b>			
<b>180</b>			
<b>Total CFU for the attainment of the title</b>		<b>180</b>	
Range CFU		152 - 205	

# ATTACHMENT 2

## Study Plan

curriculum ECONOMICS AND COMMERCE- L33				
SSD			Exam	CFU
<b>1st Course Year</b>				
SECS-P/07	A	Business	BUSINESS ECONOMICS	9
SECS-P/12	A	Economics	ECONOMIC HISTORY	9
SECS-S/06	A	Statistics-Mathematics	MATHEMATICAL METHODS	6
SECS-S/01	B	Statistics-Mathematics	STATISTICS	9
SECS-P/01	B	Economics	MICROECONOMICS	9
L-LIN/12		art.10, paragraph 5, letter c	ENGLISH LANGUAGE	5
SECS-P/08	C	Supplementary Activities	BUSINESS MANAGEMENT AND MARKETING (provided also in L20)	6
<b>1 EXAM:</b>				
SECS-P/01	C	Supplementary Activities	INTERNATIONAL FINANCIAL MARKETS	6
SECS-P/01	C	Supplementary Activities	BUSINESS AND MARKETS	6
<b>2nd Course Year</b>				
IUS/04	A	Law	COMMERCIAL LAW	9
SECS-P/07	B	Business	BUDGET ANALYSIS	6
SECS-P/07	B	Business	BUSINESS ACCOUNTING	9
SECS-P/01	B	Economics	MACROECONOMICS	9
SECS-P/11	B	Business	ECONOMICS OF FINANCIAL INTERMEDIATION	9
SECS-S/06	B	Statistics-Mathematics	FINANCIAL MATHEMATICS	6
SECS-P/09	B	Business	FINANCIAL ANALYSIS AND BUSINESS EVALUATION	9
<b>3rd Course Year</b>				
ING-INF/05	Further Formative Activities	art.10, paragraph 5, letter d	IT Abilities	2
SECS-P/08	C	Supplementary Activities	ECONOMICS OF HUMAN RESOURCES	6
IUS/09	A	Law	INSTITUTIONS OF PUBLIC LAW	9
IUS/05	B	Law	BANKING LAW	9
SECS-P/03	B	Economics	FINANCIAL SCIENCES	9
SECS-P/06	B	Economics	APPLIED ECONOMICS	9
	Further Formative Activities	art.10, paragraph 5, letter d	Management of a job interview and insertion into the labour market	2
	Final Dissertation	art.10, paragraph 5, letter c	Final dissertation	6
			optional	12
	<b>Optionaol</b>	<b>Optional</b>	<b>OPTIONAL</b>	<b>12</b>
		IUS/10	PUBLIC CONTRACT LAW	6
		L-FIL-LET/10	ECONOMICS, LAW AND LITERATURE	6
		SECS-P/08	BUSINESS COMMUNICATION (provided also in L20)	6
		SPS/09	SOCIOLOGY OF ECONOMIC PROCESSES (MANAGERIAL INTELLIGENCE)	6
		SPS/09	FROM MASS SOCIETY TO SHARE CAPITAL	6
		IUS/12	TAX LAW	6
		IUS/01	PROPERTY LAW	6
		SECS-P/08	ECONOMY AND TECHNIQUES OF REAL ESTATE MANAGEMENT	6
		IUS/07	LABOUR LAW	6
		SECS-P/10	BUSINESS ORGANIZATION	6
		SPS/01	Governance of European Union (provided also in L36)	6
		SECS-P/11	CORPORATE GOVERNANCE OF BANKS	6
		SECS P/06	REGIONAL ECONOMICS	6

## curriculum PSYCHOECONOMICS - L33

SSD Sigla			Esame	CFU
<b>1° Anno di Corso</b>				
SECS-P/07	A	Business	BUSINESS ECONOMICS	9
SECS-P/12	A	Economics	ECONOMIC HISTORY	9
SECS-S/06	A	Statistics-Mathematics	MATHEMATICAL METHODS	6
SECS-S/01	B	Statistics-Mathematics	STATISTICS	9
SECS-P/01	B	Economics	MICROECONOMICS	9
L-LIN/12		art.10, paragraph 5, letter c	ENGLISH LANGUAGE	5
M-PSI/01	C	Supplementary Activities	PSYCHOLOGY OF THOUGHT	6
M-PSI/05	C	Supplementary Activities	SOCIAL PSYCHOLOGY	6
<b>2° Anno di Corso</b>				
IUS/04	A	Law	COMMERCIAL LAW	9
SECS-P/11	B	Business	ECONOMICS OF FINANCIAL INTERMEDIATION	9
SECS-P/07	B	Business	BUSINESS ACCOUNTING	9
SECS-P/01	B	Economics	MACROECONOMICS	9
SECS-S/06	B	Statistics-Mathematics	FINANCIAL MATHEMATICS	6
SECS-P/08	B	Business	ECONOMICS AND BUSINESS MANAGEMENT	9
SECS-P/09	B	Business	FINANCIAL ANALYSIS AND BUSINESS EVALUATION	9
<b>3° Anno di Corso</b>				
ING-INF/05	Further Formative Activities	art.10, paragraph 5, letter d	IT Abilities	2
SECS-P/03	B	Economics	FINANCIAL SCIENCES	9
M-PSI/06	C	Statistics-Mathematics	OCCUPATIONAL PSYCHOLOGY	6
IUS/07	B	Law	LABOUR LAW	9
SECS-P/08	C	Statistics-Mathematics	ECONOMICS OF HUMAN RESOURCES	6
SECS-P/06	B	Economics	APPLIED ECONOMICS	9
	Further Formative Activities	art.10, paragraph 5, letter d	Management of a job interview and insertion into the labour market	2
	Final Dissertation	art.10, paragraph 5, letter c	FINAL DISSERTATION	6
			Optional	12
	<b>Optional</b>	<b>Optional</b>	<b>OPTIONAL</b>	<b>12</b>
		IUS/10	PUBLIC CONTRACT LAW	6
		L-FIL-LET/10	ECONOMICS, LAW AND LITERATURE	6
		SECS-P/08	BUSINESS COMMUNICATION (provided also in L20)	6
		SPS/09	SOCIOLOGY OF ECONOMIC PROCESSES (MANAGERIAL INTELLIGENCE)	6
		SPS/09	FROM MASS SOCIETY TO SHARE CAPITAL	6
		IUS/12	TAX LAW	6
		IUS/01	PROPERTY LAW	6
		SECS-P/08	ECONOMY AND TECHNIQUES OF REAL ESTATE MANAGEMENT	6
		SECS-P/10	BUSINESS ORGANIZATION	6
		SPS/01	Governance of European Union (provided also in L36)	6
		SECS-P/07	BUDGET ANALYSIS	6
		SECS-P/07	BUSINESS STRATEGIES AND SPIN-OFF	6
		SECS-P/11	CORPORATE GOVERNANCE OF BANKS	6
		SECS P/06	REGIONAL ECONOMY	6

## curriculum BANKING FINANCE AND INSURANCE SCIENCES - L33

SSD Sigla			Esame	CFU
<b>1° Anno di Corso</b>				
SECS-P/07	A	Business	BUSINESS ECONOMICS	9
SECS-P/12	A	Economics	ECONOMIC HISTORY	9
SECS-S/06	A	Statistics-Mathematics	MATHEMATICAL METHODS	6
SECS-S/01	B	Statistics-Mathematics	STATISTICS	9
SECS-P/01	B	Economics	MICROECONOMICS	9
L-LIN/12		art.10, paragraph 5, letter c	ENGLISH LANGUAGE	5
SECS-P/08	C	Supplementary Activities	BUSINESS MANAGEMENT	9
<b>UNO A SC ELT A T R A :</b>				
SPS/09	C	art.10, paragraph 5, letter c	SOCIOLOGY OF ECONOMIC PROCESSES (MANAGERIAL INTELLIGENCE)	6
SPS/09	C	art.10, paragraph 5, letter c	FROM MASS SOCIETY TO SHARE CAPITAL	6
<b>2° Anno di Corso</b>				
IUS/04	A	Law	COMMERCIAL LAW	9
SECS-P/11	B	Business	ECONOMICS OF FINANCIAL INTERMEDIATION	9
SECS-P/09	B	Business	FINANCIAL ANALYSIS AND BUSINESS EVALUATION	9
SECS-P/07	B	Business	BUSINESS ACCOUNTING	6
SECS-P/01	B	Economics	MACROECONOMICS	9
IUS/05	B	Law	FINANCE AND BANKING LAW	9
SECS-S/06	B	Statistics-Mathematics	FINANCE MATHEMATICS	6
<b>3° Anno di Corso</b>				
ING-INF/05	Further Formative Activities	art.10, paragraph 5, letter d	IT Abilities	2
SECS-P/09	C	Supplementary Activities	FINANCIAL RISK MANAGEMENT	6
IUS/09	A	Law	PRINCIPLES OF PUBLIC LAW	6
SECS-P/11	B	Business	ECONOMICS FOR INSURANCE AND SOCIAL SECURITY BUSINESSES	9
SECS-P/03	B	Economics	FINANCIAL SCIENCES	9
SECS-P/06	B	Economics	APPLIED ECONOMICS	9
	Further Formative Activities	art.10, paragraph 5, letter d	Management of a job interview and insertion into the labour market	2
	Final Dissertation	art.10, paragraph 5, letter c	Final dissertation	6
			optional	12
<b>Optional</b>		<b>Optional</b>		<b>OPTIONAL</b>
		IUS/10	PUBLIC CONTRACT LAW	6
		L-FIL-LET/10	ECONOMICS, LAW AND LITERATURE	6
		SECS-P/08	BUSINESS COMMUNICATION (provided also in L20)	6
		IUS/12	TAX LAW	6
		IUS/01	PROPERTY LAW	6
		SECS-P/08	ECONOMY AND TECHNIQUES OF REAL ESTATE MANAGEMENT	6
		IUS/07	PROPERTY LAW	6
		SECS-P/10	BUSINESS ORGANIZATION	6
		SECS-P/02	ECONOMIC POLICY	6
		SPS/01	Governance of European Union (provided also in L36)	6
		SECS-P/08	ECONOMICS OF HUMAN RESOURCES	6
		SECS-P/07	BUDGET ANALYSIS	6
		SECS-P/07	BUSINESS STRATEGIES AND SPIN-OFF	6
		SECS-P/11	CORPORATE GOVERNANCE OF BANKS	6
		SECS P/06	REGIONAL ECONOMY	6

## curriculum COMPANY START-UP AND BUSINESS MODELS - L33

SSD Sigla			Esame	CFU
<b>1° Anno di Corso</b>				
SECS-P/07	A	Business	BUSINESS ECONOMICS	9
SECS-P/12	A	Economics	ECONOMIC HISTORY	9
SECS-S/06	A	Statistics-Mathematics	MATHEMATICAL METHODS	6
SECS-S/01	B	Statistics-Mathematics	STATISTICS	9
SECS-P/01	B	Economics	MICROECONOMICS	9
L-LIN/12		art.10, paragraph 5, letter c	ENGLISH LANGUAGE	5
SECS-P/08	C	Supplementary Activities	BUSINESS PLAN AND ECONOMICS FOR START-UPS	6
<b>UNO A SCELTA TRA:</b>				
SPS/09	C	Supplementary Activities	SOCIOLOGY OF ECONOMIC PROCESSES (MANAGERIAL INTELLIGENCE)	6
SPS/09	C	Supplementary Activities	FROM MASS SOCIETY TO SHARE CAPITAL	6
<b>2° Anno di Corso</b>				
IUS/04	A	Law	COMMERCIAL LAW	9
SECS-P/11	B	Business	ECONOMICS OF FINANCIAL INTERMEDIATION	9
SECS-P/09	B	Business	FINANCIAL ANALYSIS AND BUSINESS EVALUATION	9
SECS-P/07	B	Business	BUSINESS ACCOUNTING	9
SECS-P/01	B	Economico	MACROECONOMY	9
IUS/05	B	Law	FINANCIAL PRINCIPLES START-UPS	9
SECS-S/06	B	Statistico-matematico	FINANCIAL MATHEMATICS	6
<b>3° Anno di Corso</b>				
ING-INF/05	Further Formative Activities	art.10, paragraph 5, letter d	IT Abilities	2
SECS-P/07	B	Business	BUSINESS STRATEGIES AND SPIN-OFF	6
IUS/09	A	Law	PRINCIPLES OF PUBLIC LAW	9
SECS-P/02	C	Supplementary Activities	ECONOMIC POLICY	6
SECS-P/03	B	Economics	FINANCIAL SCIENCES	9
SECS-P/06	B	Economics	APPLIED ECONOMICS	9
	Further Formative Activities	art.10, paragraph 5, letter d	Management of a job interview and insertion into the labour market	2
	Final Dissertation	art.10, paragraph 5, letter c	Final dissertation	6
			optional	12
<b>Optional</b>		<b>Optional</b>	<b>OPTIONAL</b>	<b>12</b>
		IUS/10	PUBLIC CONTRACT LAW	6
		L-FIL-LET/10	ECONOMICS, LAW AND LITERATURE	6
		SECS-P/08	BUSINESS COMMUNICATION (provided also in L20)	6
		IUS/12	TAX LAW	6
		IUS/01	PROPERTY LAW	6
		SECS-P/08	ECONOMY AND TECHNIQUES OF REAL ESTATE MANAGEMENT	6
		IUS/07	LABOUR LAW	6
		SECS-P/10	BUSINESS ORGANIZATION	6
		SPS/01	Governance of European Union (provided also in L36)	6
		SECS-P/08	ECONOMICS OF HUMAN RESOURCES	6
		SECS-P/11	CORPORATE GOVERNANCE OF BANKS	6
		SECS P/06	REGIONAL ECONOMY	6

# ATTACHMENT 3

## Guidelines for the elaboration of the Final Dissertation

eCampus University

Faculty of Economics

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### GUIDELINES FOR THE ELABORATION OF THE FINAL DISSERTATION

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The Final Dissertation shall be differentiated depending on the level of the Degree Course as follows:

- Bachelor's Degree Final Dissertation
- Master's Degree Final Dissertation

#### 1. The Final Dissertation

The Final Dissertation shall be structured as an essay, and shall exemplify a comprehensive learning pathway for the Bachelor's Degree, while the Master's Degree Dissertation corresponds to a specialist learning pathway.

The elaboration of the final dissertation, shall consist in a detailed analysis of the study objects, demonstrating the assimilation of the logic-expositive style currently in use in the scientific community. The final dissertation shall be based on the personal inclinations and scientific interests of the students, identifying their personal position in relation to the reference literature, and demonstrating capacity for personal reflection and personal and creative elaboration.

The fundamental elements of a degree course are the following:

- The *object of study*, which may be subject to variations and/or improvements during the course of the research work.
- The *scientific approach*, consistent with the traditional approach to the object of study, which shall be improved and re-elaborated independently by the students.

On the basis of said elements it is possible to distinguish different types of final dissertation:

- *Theoretical Final Dissertation*, based on the discussion of the most relevant scientific articles on the research object;
- *Empirical Final Dissertation*, requiring application research activity, as well as the analysis on the scientific literature on the object of study. The original personal contribution of the student shall be recognizable as compared to the reference literature.

By way of example, in a final dissertation based on an object of study of the economic-business field of expertise, the analysis of a case not yet published, shall comply with the requirement of originality.

## 2. Organization of the research activity

The elaboration of the final dissertation shall be divided into three major phases:

1. Preliminary research on the existing literature on the chosen object of study and creation of an outline, describing the thematic pathway.
2. Interaction with the teacher for the approval and eventual modification of the outline and provisional bibliography, and for the definition of a title (the form, duly signed by the teacher shall be submitted to the student secretariat six months before the graduation session).
3. Creation of the individual chapters of the final dissertation, which shall be submitted to the teacher's approval. In absence of a different arrangement, it is the practice that the student shall create and send one chapter at a time, waiting for the revision before continuing the research.

The submission of the application for the final dissertation shall be previously approved by the teacher, who shall grant authorization on the basis of the progress of the research activity. In the absence of a different arrangement, it is the practice that the teacher shall authorize the final dissertation if the student has carried out at least 50% of the research activity.

## 3. Articulation of the Final Dissertation and bibliographical references

The final dissertation shall comply with the following structure:

- Index
- Introduction
- Body of the dissertation divided into chapters
- Conclusions
- Bibliography

The pieces of literature (books, essays, articles, etc.) referred to in the dissertation shall be mentioned according to two modalities:

- A. Through the creation of a *footnote*, reporting for each consulted bibliographic source: author, title, place of publication, publishing company, year, page number.

EXAMPLE

*Volume:*

<sup>1</sup> Bertini U., *Il sistema d'azienda. Schema d'analisi*, Torino, Giappichelli, 1990.

*Article*

<sup>2</sup> Wagenhofer A., *Voluntary disclosure with a strategic opponent*, in *Journal of Accounting and Economics*, 1990, 12, pp. 341-363.

In case of an already mentioned piece of literature:

<sup>3</sup> Wagenhofer A., *Voluntary disclosure with a strategic opponent*, cit., p. 105.

- B. Through the *author-date method*, which provides for the direct reference of the piece of literature within the text, thus avoiding the use of footnotes. The bibliographic references shall be structures as follows: ...text... (Drucker, 1995) ...text...

In case of contextual referencies to different pieces of literature by the same author and published in the same year, they shall be followed by a letter, following the alphabetical order:

...text... (Drucker, 1993a; Drucker, 1993b) ...text...

In case of direct reference to part of the text, the student shall indicate the page number:

...text... (Drucker, 1995, p. 85) ...text...

#### 4. Bibliography

The bibliographic references reported in the text shall be summarized in a bibliographic list (Bibliography), which shall report alphabetically the pieces of literature referred to in the dissertation.

The Bibliography shall comply with the following standard:

*Magazine Article:*

Wagenhofer A., *Voluntary disclosure with a strategic opponent*, in *Journal of Accounting and Economics*, 1990, 12, pp. 341-363.

*Volumes:*

Bertini U., *Il sistema d'azienda. Schema d'analisi*, Torino, Giappichelli, 1990.

*Books "edited by":*

Caprara G. V. (a cura di), *La valutazione dell'autoefficacia*, Trento, Erickson, 2001.

*Conference Report:*

Woolfolk-Hoy A., *Changes in teacher efficacy during the early years of teaching*, Paper presented at the annual meeting of the American Educational Research Association, New Orleans, June 2000.

*Contributions to a collection or anthology:*

Pace A., *Commento all'art. 18*, in G. Branca (a cura di), *Commentario della Costituzione*, Bologna-Roma, Zanichelli, 1977.

It is recommended to pay attention to the bibliographic research, which shall be appropriate and detailed, selected in relation to the level of the Degree, as well as the approach and typology of dissertation.

## *5. Anti-plagiarism check*

The supervising teachers have the institutional obligation (D.R. 29/7/2015) to prevent any plagiarism, declaring the “originality of the dissertation and the absence of any third party material”, by reason of the fact that copying part of a final dissertation constitutes an offence. In this regard, the supervisor shall necessarily check the text with an anti-plagiarism software, and deny the submission of any non-original dissertation.

## *6. Editing criteria, abstract and further indications*

### *6.1 Editing criteria*

The copies of the dissertation shall respect the following editing criteria:

- PAGE LAYOUT: dimension A4 (21x29,7 cm); upper edge and lower edge 3cm; left edge; right edge; 1,5 line spacing.
- FONT: Times New Roman; 12 pt.
- ALIGNMENT: justified.
- ORGANIZATION OF THE TEXT: the text shall be divided into chapters, paragraphs and subparagraphs enumerated in ascending order.
- PRINT: double-sided.
- BINDING: the dissertation shall be bound (the student may choose colour and typology of the cover).

### *6.2 Abstract*

The students shall prepare an abstract of the dissertation describing explicitly contents, original contribution, as well as the conclusions of the dissertation, according to the following structure:

1. Name, surname, registration number of the student and title of the dissertation;
2. Index of the dissertation;
3. Summary (max 4.000 characters space included) containing:
  - Justification for the choice of the subject matter;
  - Methodology (for a research dissertation);
  - Summary of the contents;
  - Conclusions.
4. bibliography.

### *6.3 Further indications*

Please see the following page of the portal:

<http://www.uniecampus.it/studenti/segreteria-studenti/prova-finale/index.html>

In the aforementioned web page the students will find:

- Cover and frontispiece;
- Authorization to the consultation of the dissertation;
- Modalities for the submission of final dissertation title, graduation application and submission of the final dissertation.

# ATTACHMENT 4

## Non selective entrance test/OFA

### SYLLABUS MATHEMATICS

- Number set: natural numbers and real numbers.
- Elementi di geometria analitica.
- RxR function: mathematic expression of the relation between sets and the solution of any equation.
- RxR function tending to infinity: definition, property, calculation and related theorems.
- RxR function: continuity and discontinuity - asymptotes.
- RxR function: tangents to the curve – first derivative, its meaning, property, calculus.
- RxR function: sign of the first derivative – extreme of the curve and inflection points – second derivative.
- Vector spaces and matrices: definitions, properties, operations, determinant and rank-linear independence of vectors.
- Linear systems: solution methods, theorems and graphic interpretation.

### ECONOMY AND LAW SYLLABUS

- Basic notions of micro economy: supply and demand, choice of the consumer, costs.
- Basic notions of macro economy: National income, inflation, unemployment.
- Basic notions on the concept of company.
- Subjects and objects of company activity.
- Basic juridical notions: law, legal system, legal rules, legal persons, legal capacity and ability to act.
- State: characters, constituent elements, forms of State.
- Italian Constitution: fundamental principles, rights and duties of the citizens, constitutional organization of the State and separation of powers.