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**1 INFORMATION IDENTIFYING THE HOLDER OF THE QUALIFICATION**

**1.1 Last name(s)**

XXXXXXXXXXXXXXXXXXXX

**1.2 First name(s)**

XXXXXXXXXXXX

**1.3 Date of birth (dd/mm/yyyy)**

dd/mm/yyyy

**1.4 Student identification number or code (if available)**

XXXXXX

**2 INFORMATION IDENTIFYING THE QUALIFICATION**

**2.1 Name of the qualification and title conferred (in the original language)**

Laurea magistrale in MANAGEMENT ENGINEERING  
Dottore magistrale

**2.2 Main field(s) of study for the qualification**

Management engineering (LM-31)  
ISCED code: 0719

**2.3 Name (in original language) and status of the awarding institution**

Politecnico di Milano (Istituzione statale), Piazza Leonardo da Vinci 32, 20133 Milano

**Description of curriculum****ACCOUNTING, FINANCE & CONTROL**

Code: 096078  
Credits: 10.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-IND/35 BUSINESS AND MANAGEMENT ENGINEERING

**The programme**

The course 'Accounting Finance & Control' (AFC) aims at providing theoretical frames and instruments to understand and manage "numbers" and "key information" for enterprises. The course aims at enabling future engineers to: -Understand which are key information and numbers to support companies in pursuing enterprise value. -Interpret enterprise sustainability through economic and financial trends. - Measure, analyze and manage enterprise performances and the contribution of different organizational areas. -Analyze financial needs in face of present and future (forecasted) trends, assessing alternatives to cover these needs (equity and debt). -Be able to interact, through key numbers, with enterprise stakeholders.

**MULTICHANNEL CUSTOMER STRATEGY**

Code: 097380  
Credits: 10.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-IND/35 BUSINESS AND MANAGEMENT ENGINEERING

**The programme**

The course aims to introduce and discuss the decision-making system lying at the core of marketing planning and multichannel customer relationship management. In this perspective, the course will analyze issues such as: (i) customer behavior in multichannel environments; (ii) marketing concept generation; (iii) multichannel customer experience design and management; (iv) multichannel marketing performance measurement and accountability.

**STRATEGY & MARKETING**

Code: 096080  
Credits: 10.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-IND/35 BUSINESS AND MANAGEMENT ENGINEERING

**The programme**

Course objectives The "Strategy & Marketing" course is made of three major interplaying pillars: 1. Strategy; 2. Marketing; 3. Strategic Entrepreneurship. Following such pillars, the course has the following objectives: 1. to present the major concepts, theories, methodologies and tools to support the strategic decision making process; 2. to present the major concepts, theories, methodologies and tools to support the marketing decision making process; 3. to encourage students to discuss and get familiar with the abovementioned theories and models, through the discussion of business cases; 4. to introduce the enabling strategic methodologies and tools to launch a new business, either within an existing company or through a start-up company.

**PROFESSIONAL ETHICS**

Code: 093298  
Credits: 5.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-IND/35 BUSINESS AND MANAGEMENT ENGINEERING

**The programme**

The course aims, through lectures, case studies and case histories, to provide students with training and tools essential to analyze and solve social and ethical problems related to professional activities, recognizing the benefits of a professional activity based on ethical values. The context: the transition to post-industrial society and its values, globalization, risk society. The ethical-social-environmental dimensions of technology. Sustainable development as a common good and unifying goal of social responsibility of the professions. The different ethical theories and their historical evolution. The contemporary ethical challenges. The responsibility and the precautionary principle: an ethics for technological civilization. Elements for professional ethics: the concept of profession, the main ethical dilemmas: "tensions" of the professional with its various stakeholders (customer, company, society, etc.); the principles of professional ethics and their articulations; codes of professional ethics. Application areas: ethics in the design and project management, environmental ethics, ethics in information and communication technologies (Computer Ethics: ethics in Internet, intellectual property, privacy, etc.).

**POLICY ANALYSIS**

Code: 097338  
Credits: 5.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

SPS/04 POLITICAL SCIENCE

**The programme**

The main aim of the class is to familiarise the students with the theory and practice of public policy analysis, a political science sub-discipline involved in explaining and predicting the ways in which governments at all levels interact with citizens, firms and other public and private organisations in the solution of collective problems. The core of the course regards the strategies that an innovative actor (public or private) can use in decisional and implementation processes to improve the success of a reform/innovation project. More generally, the course focuses attention on using 'public policy' as unit of analysis to develop innovations in a political/administrative environment. The intent is to develop an understanding to use analytic concepts and tools to improve managerial capacity for successful changes in dealing with organizations and society problems. The class is based on lectures, group work and exercises. The students attending the class will be required to participate in at least one collective exercise and to present a final individual paper. Active participation in the classroom is an essential element.

**DIGITAL TECHNOLOGY**

Code: 097384  
Credits: 5.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-INF/05 INFORMATION PROCESSING SYSTEMS

**The programme**

The course presents how to develop innovative IT projects and the elements for performing feasibility studies for information systems projects, focusing on their organizational and technological components, project management, and discussing the main choices to be performed in feasibility studies. Business process improvement through technological projects is examined, focusing both on the development of completely new developments to be offered to the market and on innovative projects within an existing organization. Case studies will be presented in the course.

**BRANDING AND COMMUNICATION**

Code: 097362  
Credits: 5.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ICAR/13 DESIGN

**The programme**

Unavailable

**DESIGNING DIGITAL BUSINESS INNOVATION LAB**

Code: 097408  
Credits: 15.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-IND/17 INDUSTRIAL MECHANICAL SYSTEMS ENGINEERING, ING-IND/35 BUSINESS AND MANAGEMENT ENGINEERING

**The programme**

The objective of this course is twofold. First, it aims to provide the methodologies and tools to develop and assess Digital Innovation projects (in both existing and new companies/market): Strategic analysis applied to Digital Business, Models and tools enabling the launch of a new business also in high tech contexts; ICT Driven analysis and Business Process Reengineering; Value Assessment models; Assessment of Investments through unconventional techniques. Second, it aims to create an arena in which students can apply the methodologies to real cases in different digital areas: Digital Markets & Business Model (Digital Commerce, Mobile Business, Cloud e ICT-as-a-service, Big Data, Digital Media & Content), Digital marketing (Advanced market research, Customer experience design), e Digital Operations (eSupply Chain, Supply Chain Collaborative Planning, Supply Chain Visibility).

**LOGISTICS MANAGEMENT**

Code: 096089  
Credits: 10.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-IND/17 INDUSTRIAL MECHANICAL SYSTEMS ENGINEERING

**The programme**

This course aims to provide the main methodologies and criteria for analysing, designing and managing the Logistics Process. After an overview on the strategic importance of Logistics and on the Performance Measurement Framework, the course addresses the 3 main layers of Logistics Management: Execution, Advanced Planning, System Design. The last section of the course is dedicated to Innovation Topics in Logistics.

**LEADERSHIP & INNOVATION**

Code: 052796  
Credits: 10.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-IND/35 BUSINESS AND MANAGEMENT ENGINEERING

**The programme**

To enable students to: - understand their role as leaders in society and business - increase their self-awareness, and focus their motivation and vision about their development as leaders - understand the role of leaders in managing and guiding interpersonal processes - understand a changing socio-economic context and the challenges of sustainability, capture the opportunities, identify possible innovative directions for them and their organization - understand the dynamics of innovation processes within and across organizations - understand the dynamics of creativity and change in organizations, from the collaboration in small settings (team building, teamworking), to collaborative innovation in complex networks

**International Credit Transfer for activities carried out during an international exchange period**

At XXXXXXXXXXXX XXXXXXXX XXXXXXXXXXXX

Type of scheme: XXXXXXXXXXXX XXXXXXXX

Period: NA

Courses:

HUMAN RESOURCES MANAGEMENT

PROCESS DESCRIPTION AND IMPROVEMENT

**INDUSTRIAL TECHNOLOGIES**

Code: 096090  
Credits: 10.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-IND/17 INDUSTRIAL MECHANICAL SYSTEMS ENGINEERING

**The programme**

To develop competence concerning the choice of the configuration and the design of the production systems, according to the required performance targets (flexibility, production capacity, lead time, WIP, etc.); to analyze some industrial technologies and related managerial and organizational issues.

**International Credit Transfer for activities carried out during an international exchange period**

At XXXXXXXXXXXX XXXXXXXX XXXXXXXXXXXX

Type of scheme: XXXXXXXXXXXX XXXXXXXX

Period: NA

**Courses:**

INDUSTRIAL FACILITIES  
PROCESS AUTOMATION

**BUSINESS & INDUSTRIAL ECONOMICS**

Code: 052909  
Credits: 10.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

ING-IND/35 BUSINESS AND MANAGEMENT ENGINEERING

**The programme**

The course presents the major principles of industrial economics normally taught to Master of Science students in Economics and Engineering schools. The course provides models of firms' competition and of the functioning of industries, focusing, in particular, on the determinants and consequences of market power. Students will acquire knowledge on theories of the firm, production theory and production costs, competitive structures, entry barriers, market failures, externalities, economics of innovation processes, industrial and competition policies. The concepts will be presented from the double point of view of firms competing on the markets and of policymakers who supervise and regulate this competition. Such an approach will teach students to make sense of the heterogeneity of real-world industries' structures and of the consequences of this heterogeneity on firms' profits, competitive dynamics, and, more generally, social welfare.

**International Credit Transfer for activities carried out during an international exchange period**

At XXXXXXXXXXXX XXXXXXXX XXXXXXXXXXXX

Type of scheme: XXXXXXXXXXXX XXXXXXXX

Period: NA

**Courses:**

QUANTITATIVE METHODS FOR BUSINESS  
TECHNICAL ENTREPRENEURSHIP

**FINAL THESIS**

Code: 097318  
Credits: 15.00  
Grade: XX  
Date: dd/mm/yyyy

**Subject groups**

Unavailable

**The programme**

Unavailable