



**UNIVERSITÀ DEGLI STUDI  
DELL'INSUBRIA**

**DIPARTIMENTO DI ECONOMIA**

**DESCRIPTION OF THE CURRICULUM  
(TEACHING REGULATIONS OF THE COURSE)  
MASTER'S DEGREE COURSE in  
GLOBAL ENTREPRENEURSHIP ECONOMICS AND MANAGEMENT**

**a.y. 2024/2025**



## I. GENERAL INFORMATION

<b>NAME OF THE DEGREE COURSE (DC)</b>	Global entrepreneurship economics and management (GEEM)
<b>CLASS</b>	LM-77 - Master's degrees in Economic-corporate sciences class
<b>TYPE</b>	2-year degree course
<b>COURSE LOCATION</b>	Varese
<b>COURSE WEBSITE</b>	For information on the learning objectives of the DC, occupational opportunities, access requirements, admission procedures, expected educational results, curriculum / study plan, final exam, you may refer to the Annual Program Report (DC-APR), published on the course website at: <a href="http://www.uninsubria.eu/master-geem">www.uninsubria.eu/master-geem</a>
<b>DEPARTMENT</b>	<a href="#">Economia - DiECO</a> (Economics – DiECO)
<b>DEGREE COURSE COORDINATOR</b>	Prof. Onetti Alberto – Prof. Seri Raffaello
<b>ACADEMIC OFFICE OF THE DEGREE COURSE</b>	<a href="#">Servizio di Ascolto Manager Didattici per la Qualità - DiECO</a> (in Italian)
<b>LESSONS TIMETABLE</b>	<p>The teaching activities of the Degree Course are organized in two semesters:</p> <ul style="list-style-type: none"><li>• 1st semester from 30.09.2024 to 21.12.2024</li><li>• 2nd semester from 10.02.2025 to 24.05.2025</li></ul> <p>Exam sessions are programmed in the following periods:</p> <ul style="list-style-type: none"><li>• from 08.01.2025 to 07.02.2025 (winter session)</li><li>• from 03.06.2025 to 25.07.2025 (summer session)</li><li>• from 01.09.2024 to 12.09.2025 (extra session)</li></ul> <p>For the lessons suspension dates and holidays for national, local and other festivities (Christmas break, Easter break, University holidays), students should refer to the <b>University's Academic Calendar</b> approved by the University bodies at the following link: <a href="http://www.uninsubria.it/chi-siamo/sedi-e-orari/calendario-didattico-di-ateneo">www.uninsubria.it/chi-siamo/sedi-e-orari/calendario-didattico-di-ateneo</a> (in Italian)</p>
<b>FURTHER INFORMATION</b>	<ul style="list-style-type: none"><li>• Open access degree course.</li><li>• Students enrolled in the Degree Course may participate in a double degree program.</li><li>• Degree Course with two curricula: Economics of Innovation (EI) curriculum - International Business and Entrepreneurship (IBE) curriculum.</li><li>• Degree course taught in English.</li></ul>
<b>ASSESSMENT OF CURRICULAR REQUIREMENTS AND</b>	The course allows access without educational debits for students from the bachelor's degree courses belonging to the degree classes listed below and



**OF THE ADEQUACY OF  
INDIVIDUAL PREPARATION**

with a final mark of at least 85/110.  
DEGREE CLASS M.D. 270/04 (DEGREE CLASS M.D. 509/99)  
L-5 Philosophy (29 Philosophy)  
L-6 Geography (30 Geographical sciences)  
L-7 Civil and environmental engineering (8 Civil and environmental engineering)  
L-8 Information engineering (9 Information engineering)  
L-9 Industrial engineering (10 Industrial engineering)  
L-12 Linguistic mediation (3 Linguistic mediation science)  
L-14 Legal services science (2 Legal services science)  
L-15 Tourism science (39 Tourism science)  
L-16 Administration and organization science (19 Administration science)  
L-18 Economics and business management science (17 Economics and business management science)  
L-20 Communication science (14 Communication science)  
L-21 Territorial, city, landscape and environmental planning science (7 City planning and territorial and environmental planning science)  
L-26 Agri-food science and technology (20 Agriculture, agri-food and forestry science and technology)  
L-33 Economics (28 Economics)  
L-35 Mathematics (32 mathematics)  
L-36 Political and international relations science (15 Political science and international relations)  
L-37 Social sciences for cooperation, development and peace (35 Social sciences for cooperation, development and peace)  
L-40 Sociology (36 Sociology)  
L-41 Statistics (37 Statistics)  
LMG/01 Five-year degree course in law (31 Law)

For the International Business and Entrepreneurship (IBE) curriculum, students from different degree classes from those listed above may access the master's degree course provided they hold at least 6 ECTS in one of the following Academic Fields: SECS-P/07 and/or SECS-P/08, with the minimum score of 85/110.

For the Economics of Innovation (EI) curriculum, students from different degree classes from those listed above may access the master's degree course, provided that they hold at least 6 ECTS in the Academic Field SECS-P/05, with the minimum score of 85/110.

Students who hold a comparable qualification, in terms of duration, to the bachelor's degree course, four-year degree course or master's degree course are admitted to the degree course, according to the documents requested by the Student Services office and, in case of non-EU students, according to the quota reserved for foreign students.

The assessment of the curricular requirements precedes enrollment.

The students' adequate preparation and personal aptitude will be thus assessed:

A. For the admission of students holding degree certificate of the abovementioned class list, the students' individual preparation and aptitude will be assessed through the exam of the titles (university career) and through an interview in English with the course coordinators.



	<p>B. The adequate preparation and personal aptitude of students holding an Italian qualification (bachelor's degree ex M.D. 509/99; ex M.D. 270/04 or four-year degree course) which is not in the list of the abovementioned classes (without prejudice to the mark requirement for Italian qualifications) will be assessed through an interview in English with the Degree Course coordinator, who will assess the students' preparation and overall background and verify the need, if applicable, to integrate (before enrollment) the skills in the abovementioned academic fields. The minutes of the assessment interview will be compiled to highlight this need. Only in this case it will be possible to organize a further assessment interview and thus write the new minutes, which are necessary for admission.</p> <p>C. The adequate preparation and personal aptitude of students who hold a foreign qualification will be assessed through the exam of the qualifications (academic career, cv, motivational letter) done by the Internationalization commission of the Department with the support of the Foreign Students office and of the Degree Course coordinators.</p> <p>Applications from non-EU students will have to be addressed to the Commission in charge and sent to the email address <a href="mailto:foreign.students.eco@uninsubria.it">foreign.students.eco@uninsubria.it</a>, following the deadlines and procedures explained in the guide for foreign students, which may be downloaded from the Department's website. For visa applications students must refer to the deadlines established by the Italian representatives abroad (Embassy offices).</p> <p>Applications from EU students may be addressed to the Commission in charge and sent to the email address <a href="mailto:foreign.students.eco@uninsubria.it">foreign.students.eco@uninsubria.it</a> before enrollment opens officially (18 July 2024), without prejudice to the normal pre-admission procedures, which should be forwarded to the University's Student Services office. After enrollment opens, these will have to be sent directly to the University's Student Services office.</p>
<p><b>ORIENTATION, ENROLLMENT PROCEDURES AND OTHER ADMINISTRATIVE ASPECTS</b></p>	<p><b>INFOSTUDENTI SERVICE</b></p> <p>The INFOSTUDENTI service is a web application that offers a communication channel through which students and future students can obtain some useful information by contacting the different offices of the University (Student Services office, Right to Study and Student Services, Orientation and Placement, Academic Offices and International Relations).</p> <p>With this system students can ask questions and receive answers, attach documents and follow the status of their requests.</p> <p>The service may be accessed by clicking on the following link: <a href="http://www.uninsubria.it/infostudenti">www.uninsubria.it/infostudenti</a> (in Italian)</p>



## II. STUDY PLAN

### MANDATORY TEACHING ACTIVITIES - 2024/2025 COHORT

Mandatory courses refer to all the courses provided for the entire degree course, which will have to be taken by all students enrolling in the current A.Y. (Enrollment cohort) in order to complete the degree program and obtain the qualification.

### INTERNATIONAL BUSINESS AND ENTREPRENEURSHIP CURRICULUM

1st YEAR							
SEM.	COURSE Title	MODULES Title	Academic Field	DISCIPLINARY FIELD / Type of Teaching Activity	ECTS	HOURS	ASSESSMENT METHOD*
I 2 <sup>nd</sup> cycle	Advanced Business English		L-LIN/12	Other activities	3	20	M
I	Corporate Banking		SECS-P/11	Characterizing	6	40	M
I	Economics of Innovation		SECS-P/06	Characterizing	6	40	M
	Additional teaching for Economics of Innovation						10
I	Entrepreneurship and Innovation Management		SECS-P/08	Characterizing	6	40	M
I	Quantitative Methods for Management	Mod. 1 Applied Statistics	SECS-S/02	Related additional	6	40	M
II	International Trade Law and Transnational Business law	Mod. 1 International Trade Law	IUS/14	Characterizing	6	40	M
		Mod. 2 Transnational Business law	IUS/13	Related additional	6	40	M
II	Quantitative Methods for Management	Mod. 2 Applied Mathematics	SECS-S/06	Characterizing	6	40	M
<b>One course between:</b>							
II	International Business		SECS-P/08	Characterizing	6	40	M
II	Seminar in Entrepreneurship and Innovation Management		SECS-P/08	Characterizing	6	40	M
	Additional teaching for Seminar in Entrepreneurship and Innovation Management						8
<b>One course between:</b>							
I	Startup Lab		SECS-P/08	Characterizing	6	40	M
	Additional Teaching for Startup Lab						8
I	International Marketing Lab		SECS-P/08	Characterizing	6	40	M
<b>One course between:</b>							
II	Strategic Management and Business Planning		SECS-P/07	Characterizing	6	40	M
II	Open Innovation and Startups Ecosystems		SECS-P/08				
	Additional Teaching Open Innovation and Startups Ecosystems						8
	Elective*		NN	D/A elective	6		M
2nd YEAR							
SEM.	COURSE Title	MODULES Title	Academic Field	DISCIPLINARY FIELD / Type of Teaching Activity	ECTS	HOURS	ASSESSMENT METHOD*
I	Lean Development and Agile Methodologies		INF/01	Other activities	3	20	M
II	International Economics		SECS-P/01	Characterizing	6	40	M



II	Management and Governance of Family Firms		SECS-P/07	Characterizing	6	40	M
<b>One course between:</b>							
I	Organization: People and Technologies		SECS-P/10	Characterizing	6	40	M
II	Digital Economy		SECS-P/07	Characterizing	6	40	M
	Elective*		NN	D/A elective	6		M
	Internship**		NN	F/Educational and orientation internships	6	400	Q
	Final exam		NN	E/Final exam	18		J

\*J - JUDGMENT M - EXAM Q - QUALIFICATION A - ATTENDANCE

**\* 6 ECTS during the first year and 6 ECTS during the second year among non-selected courses offered by the DC or among all courses activated at the Department of Economics or at other Departments of the University.**

**\*\* 6 ECTS during the second year between Internships or other educational activities (organized by the Department of Economics or by other Departments of the University).**

**For Internships please see the curricular internship regulations:**

[www.uninsubria.it/sites/default/files/Documenti\\_Orientamento/RegTirociniDiECO.pdf](http://www.uninsubria.it/sites/default/files/Documenti_Orientamento/RegTirociniDiECO.pdf) (in Italian)

## ECONOMICS OF INNOVATION CURRICULUM

1st YEAR							
SEM.	COURSE Title	MODULES Title	Academic Field	DISCIPLINARY FIELD / Type of Teaching Activity	ECTS	HOURS	ASSESSMENT METHOD*
I 2 <sup>nd</sup> cycle	Advanced Business English		L-LIN/12	Other activities	3	20	M
I	Econometrics of Competitive and Regulated Markets		SECS-P/05	Related additional	12	80	M
I	Entrepreneurship and Innovation Management		SECS-P/08	Characterizing	6	40	M
I	Quantitative Methods for Management	Mod. 1 Applied Statistics	SECS-S/02	Related additional	6	40	M
II	International Trade Law		IUS/14	Characterizing	6	40	M
II	Quantitative Methods for Management	Mod. 2 Applied Mathematics	SECS-S/06	Characterizing	6	40	M
<b>One course among:</b>							
II	International Economics		SECS-P/01	Characterizing	6	40	M
	Additional teaching for International Economics						
I	Seminar in History of Innovation and Economic Growth		SECS-P/12	Characterizing	6	40	M
II	Seminar in Industrial Dynamics and Evolution		SECS-P/06	Characterizing	6	40	M
II	Seminar in Machine Learning and Big Data Analysis		SECS-P/06	Characterizing	6	40	M



One course among:							
I	Behavioral and Experimental Economics		SECS-P/01	Characterizing	6	40	M
	Additional teaching for Behavioral and Experimental Economics						12
II	Transport Economics and Innovation		SECS-P/06	Characterizing	6	40	M
	Additional teaching for Transport Economics and Innovation						12
I	Topics in Innovation Economics I		SECS-P/06	Characterizing	6	40	M
One course among:							
II	Behavioral and Experimental Economics		SECS-P/01	Characterizing	6	40	M
	Additional teaching for Behavioral and Experimental Economics						12
II	Transport Economics and Innovation		SECS-P/06	Characterizing	6	40	M
	Additional teaching for Transport Economics and Innovation						12
II	Topics in Innovation Economics II		SECS-P/06 SECS-S/06	Characterizing	6	40	M
	Elective*		NN	D/A elective	6		M
	Internship**		NN	F/Educational and orientation internships	3	300	J
2nd YEAR							
SEM.	COURSE Title	MODULES Title	Academic Field	DISCIPLINARY FIELD / Type of Teaching Activity	ECTS	HOURS	ASSESSMENT METHOD*
I	Economics of Innovation		SECS-P/06	Characterizing	6	40	M
I	Organization: People and Technologies		SECS-P/10	Characterizing	6	40	M
II	International Business		SECS-P/08	Characterizing	6	40	M
II	Management and Governance of Family Firms		SECS-P/07	Characterizing	6	40	M
	Elective*		NN	D/A elective	12		M
	Final exam		NN	E/Final exam	18		J

\*J - JUDGMENT M - EXAM Q - QUALIFICATION A - ATTENDANCE

\* 6 ECTS during the first year and 12 ECTS during the second year among non-selected courses offered by the DC or among all courses activated at the Department of Economics or at other Departments of the University.

\*\*3 ECTS during the first year between Internships and other educational activities (organized by the Department of Economics or other Departments of the University).

For Internships please see the curricular internship regulations:

[www.uninsubria.it/sites/default/files/Documenti\\_Orientamento/RegTirociniDiECO.pdf](http://www.uninsubria.it/sites/default/files/Documenti_Orientamento/RegTirociniDiECO.pdf) (in Italian)



### III - RULES FOR THE CURRICULUM

#### PREREQUISITES: NOT APPLICABLE

#### VALIDATION OF LINGUISTIC AND IT CERTIFICATIONS

Students who already hold a certification which proves the same knowledge level of the mandatory Advanced Business English exam (3 ECTS), may submit a validation application to the Students Services Office.

Certifications obtained in the previous five years with regard to the validation application date may be validated (as agreed upon by the Department's Board of 27 May 2019).

Approved certifications:

- BEC HIGHER (Business English Certificate)
- ICFE (International Certificate in Financial English)
- CEIBT (Certificate in English for International Business and Trade)

The following certifications:

- CAE (Certificate in Advanced English)
- CPE (Certificate of Proficiency in English)

may be validated exclusively as elective activities or instead of the internship.

The mark correspondence table is available at the Students Services Office.

#### VALIDATION OF PROFESSIONAL ABILITIES OR EXAMS TAKEN IN A PREVIOUS CAREER

In case of enrollment with previous career validation application, the Department, taking into consideration the specific educational objectives of the degree course and anyways in compliance with the educational obligations established by the course own Curriculum, ensures the validation of the maximum possible number of ECTS. For the purposes of the validation, meetings and tests may be required in order to assess the actual level of previously acquired knowledge.

Some exams may be only partly validated; in this case, students will be asked to integrate the missing syllabus portion, which should be agreed upon together with the course lecturer. Supplementary exams may be taken, after having registered, only in the exam session and not during interim tests sessions.

The Department will consider ECTS obtained 10 years before the validation application as obsolete; therefore, in this case, it will not approve the validation request, nor agree upon supplementary tests and/or exams.

#### ATTENDANCE OBLIGATION: NOT APPLICABLE

Although not mandatory, attendance is highly recommended.

#### ENROLLING IN SUBSEQUENT YEARS

There are no career blocks to enroll in the second year.

#### TRANSFER PROCEDURES FROM OTHER DEGREE COURSES

In case of transfers from other Universities, or changes from another degree course, the Department, taking into consideration the specific educational objectives of the course, and anyways in compliance with the educational obligations established by the course's own Curriculum, ensures the validation of the maximum possible number of ECTS.

Some exams may be only partly validated; in this case, students will be asked to integrate the missing syllabus portion, which should be agreed upon together with the course lecturer. Supplementary exams may be taken, after having registered, only in the exam session and not during interim tests sessions.

In case of transfers from a master's degree course from a different class, from the University of Insubria itself or from another University, even if foreign, the Department will assess access requirements and the students' initial preparation as explained above.

For the purposes of the validation of ECTS, meetings and tests may be required in order to assess the actual level of previously acquired knowledge. In case of transfers from one degree course to another from the same LM-77 Class and characterized by substantial homogeneity in the curricula, the number of automatically validated ECTS for the same academic field may not be lower than 50% of the ECTS that students have already obtained.





The assessment for the validation of ECTS is carried out by the coordinator of the degree course. The Department will consider ECTS obtained 10 years before the validation application as obsolete; therefore, in this case, it will not approve the validation request, nor agree upon supplementary tests and/or exams.

### **RULES FOR THE SUBMISSION OF STUDY PLANS AND INDIVIDUAL STUDY PLANS**

For the International Business and Entrepreneurship curriculum there are 6 elective ECTS for the first year, 6 elective ECTS for the second year, and 6 ECTS for internships or other educational activities.

For the Economics of Innovation curriculum there are 6 elective ECTS and 3 ECTS for internships or other educational activities for the first year, and 12 elective ECTS for the second year.

The online study plan to indicate elective courses and internships or other educational activities, for the a.y. 2024/2025, must be submitted from 7 October to 13 December 2024.

The coordinators of the degree courses will carry out some orientation interviews to define the study plan. Students are reminded that, for the selection of elective courses non provided for in the list connected to the curriculum, they will have to talk to the coordinator of the curriculum.

Study Plans that conform the educational curriculum provided in the ministerial database will be automatically approved, following the procedure provided by the Students Services for the submission of study plans.

Students can submit an individual study plan, provided that this is coherent with the cultural project and suitable for the educational objectives and specific contents of the Master's Degree Course in Global Entrepreneurship Economics and Management.

Individual study plans, which will have to abide by the minimum ECTS established in the different disciplinary fields of the Curriculum, will have to be approved by the coordinator of the degree course or, if the course is organized in more curricula, of the curriculum.

#### **Excess courses**

Should students enter in their study plan other courses besides those required to obtain the qualification, these will be counted as excess courses. ECTS acquired for excess courses will be registered in the students' careers and may count for further recognitions pursuant to current regulations. The marks obtained will not be counted for the purposes of the exams average score (art. 20 paragraph 5 of the University's Teaching Regulations).

In order to facilitate access to master's degree courses, students enrolled in a bachelor's degree course may include in their study plan no more than two extra courses besides those required to obtain the qualification.

The ECTS and the marks obtained for extra courses will not be included in the exams average score, but will be registered in the students' career (Article no. 21 of the University's Students Regulations).

### **INTERNATIONAL INTEGRATED COURSE (DOUBLE DEGREE) ENROLLMENT PROCEDURES**

Study abroad initiatives for the students of the Degree Course are carried out mainly within the Erasmus Program and the Double Degree programs.

Students of the Department of Economics who take part in the Erasmus+ Study program may choose as their destination one of the 39 Universities from the 13 European countries with which some bilateral exchange agreements have been established.

The Department has a Delegate for international relations, who (also with the help of other members of the Internationalization Commission) undertakes information and orientation tasks for students who intend to participate in the Erasmus+ Study program. It helps and advises students in the compilation of the learning agreement; approves the learning agreement before they leave, provides assistance via email during their stay at the partner University, approves the conversion of the exams taken abroad. It also has orientation and information functions for incoming Erasmus students, signs their learning agreement and its changes, if needed.

The Delegate for international relations is the first referent for students also for exchange programs (Double Degree) and for foreign students enrolled in the MDS.

The Department has established a Double Degree Committee which works together with the homologous Committees of the partner universities and supervises the actuation and functioning of the program, also in collaboration with the Offices of the Department (Teaching Manager and Foreign Students Office) and of the University (Student Services Office, International Relations/Erasmus Office).



The Double Degree Committee has the following functions:

- selection of the candidates enrolled in the Degree Course who aspire to participate in the Double Degree program;
- coordination with the homologous Committees established at the foreign partner Universities, as provided for in the related agreements, particularly in the management of the Double Degree program and its study plan;
- approval of the students' learning agreements and validation of the career during the Double Degree program;
- approval of the admission of candidates from the partner universities to the Double Degree program and assessment of the documents' correctness (learning agreement).

Within the degree course there currently are four Double Degree programs with the Friedrich-Schiller-Universität Jena (Jena, Germany), the Universität Hohenheim (Stuttgart, Germany), the Université de Bordeaux (Bordeaux, France), the University of Applied Sciences - Hochschule Fulda (Fulda, Germany) and the recently activated agreement with Kaunas University of Technology- School of Economics and Business (Kaunas, Lithuania). There also is an international mobility program (extra-EU) with the Indian Institute of Foreign Trade (IIFT, Deemed University) of New Delhi (India). From ay 2024-2025 the Agreement with the Hung Vuong (DHV) University of Ho Chi Minh City (Vietnam) has been signed: this agreement involves a "blended master degree" for students of Economics of Innovation specialization.

The degree courses with which GEEM has double degree agreements require that a certain number of ECTS must be obtained through seminars. This is a widespread type of course/exam in Germany in which, after a few frontal lessons with the lecturer which aims to explain the subject basics, students will have to write an academic article on a topic proposed by the lecturer. After having written the article, students will have to present it to the class and discuss it with the other students. In order to prepare students who are about to participate in the DD program for this type of exam, which is very widespread in Europe, students who intend to participate in the DD program, must obtain 6 seminar ECTS in Italy. As a requirement to participate in the Double degree program, students will have to add to their study plan 6 seminar ECTS during the first year, and obtain the ECTS by the summer session of the first year. Each curriculum offers seminar courses.

Double Degree program admission procedures - outgoing students:

- 1) At the end of the 1st semester, the Department will issue a selection call for students who would participate in the Double Degree program, which also provides for the assignment of scholarships.
- 2) The Double degree Committee selects the students.
- 3) The Double Degree Committee supports students in the arrangement of the learning agreement before departure, which will be built following the study plan correspondence tables of the Universities that participate in the program.
- 4) At the end of the study abroad period at the partner University the Committee, on the basis of the learning agreement and of the transcript of records, will validate the exams taken abroad.

Incoming students:

- 1) Students coming from foreign universities with which there is a Double Degree agreement must confirm their enrollment in our University through the Incoming Erasmus Students and Visiting Students portal: [https://uninsubria.erasmusmanager.it/Incoming/menu\\_iniziale.aspx](https://uninsubria.erasmusmanager.it/Incoming/menu_iniziale.aspx). Foreign students will have to attach their transcript of records and learning agreement signed by the Double Degree Committee of their University to the enrollment application. When they arrive at the University, the Student Services Office will finalize their enrollment.
- 2) Students are selected for the international mobility program (extra-EU) with IIFT, Deemed University of New Delhi India every year. At the end of the 1st semester the selection call will be issued for students who intend to participate in the Student Exchange Program, who will be selected by a special committee appointed by the Department's Head. Scholarships are not provided for.

#### Foreign Students' Office

The Department has appointed a Foreign Students' Office ([foreign.students.eco@uninsubria.it](mailto:foreign.students.eco@uninsubria.it)) with information, orientation and support for foreign students (Erasmus, Double Degree and Students Exchange program participants, international students or degree seekers enrolled in the GEEM), as well as management functions of the related administrative procedures.

Link description: International students' mobility programs

Link: [www.uninsubria.eu/international-relations/international-agreements](http://www.uninsubria.eu/international-relations/international-agreements)

**For further information please refer to the degree course webpage.**

[www.uninsubria.eu/master-geem](http://www.uninsubria.eu/master-geem)

**For students with disabilities and/or specific learning disorders, please visit:**

[www.uninsubria.it/studentidisabildsa](http://www.uninsubria.it/studentidisabildsa) (in Italian)