



UNIVERSITY OF CHIETI-PESCARA



master of Economics and Management

<https://clemam.unich.it/home-clemam-2226>

Degree: MASTER IN
ECONOMICS AND
MANAGEMENT

Degree Class: LM77

Duration: 2 years

ECTS credits: 120

Language: English

**Department of
Management and
Business
Administration**

Director of Department

Prof. Stefania Migliori

Email

stefania.migliori@unich.it

Location

Pescara Campus

Course Coordinator

Prof. Stefano Za

Email

stefano.za@unich.it

Student office

segrmanageriali@unich.it



COURSE DESCRIPTION

The Master's Degree Program in Economics and Management aims to provide students with advanced knowledge and skills in both the main functional areas of business (accounting, management control, marketing, finance, work organization, strategic management, communication) and in the key dimensions of the context in which companies operate (legal, macroeconomic, and quantitative knowledge and skills). The goal is to offer students a comprehensive and integrated understanding of these areas and the related business issues.

The program is structured into four distinct tracks (or curricula):

1) Corporate Finance [CF] - this track aims to train graduates with advanced technical and professional skills, particularly in the areas of accounting and financial reporting, economic-financial analysis, performance measurement, finance, and strategic management for value creation within companies.

2) Management [MNG] - This track aims to train graduates with advanced technical and professional skills, particularly in the areas of innovation management and governance, entrepreneurship, and organizational development.

3) Business Consulting and Professional Practice [BCP] - This track is oriented toward the accounting profession and business consulting, with a focus on topics such as management control, M&A operations, consolidated financial statements, bankruptcy law, and advanced tax law.

4) International Enterprise Information Management [IEIM] - This Double Degree track, offered in partnership with the University of Neu-Ulm in Germany, provides expertise in Information Management, IT management, and business digital transformation. Our students have to spend the first semester of the second year in Neu-Ulm.

CAREER OPPORTUNITIES

Financial Statement Manager: Oversees the preparation and accuracy of a company's annual financial statements in compliance with legal standards.

Head of General and Cost Accounting: Manages both general ledger operations and cost accounting processes to ensure precise financial tracking and analysis.

Sustainability Manager / Head of Non-Financial Reporting: Leads the development and reporting of sustainability initiatives and non-financial performance metrics.

Entrepreneur / Start-Up Founder: Initiates and manages innovative business ventures, from concept development to market launch and growth.

Corporate Financial Analyst: Analyzes financial data and trends to support business decision-making and strategic financial planning.

Internal Auditor: Conducts internal audits to assess the effectiveness of risk management, controls, and governance processes.

Human Resources Manager: Oversees recruitment, employee development, and HR policies to foster organizational growth and well-being.

Sales Director: Leads the commercial strategy and sales teams to achieve revenue targets and market expansion.

Operational/Strategic Marketing Manager: plans and executes marketing strategies that align with short-term goals and long-term business positioning.

Digital Transformation Manager: guides the adoption of digital technologies to improve business models, operations, and customer experiences.

Chartered Accountant, Statutory Auditor, and Labor Consultant: provides certified accounting, auditing, and labor law consultancy services, subject to legal qualifications and registration.

ADMISSION REQUIREMENTS

Admission to the Master's Degree Program in Economics and Management is open to:

- a) holders of a bachelor's degree or a master's degree in Management or Business Economics
- b) holders of a different degree, provided they meet the following curricular requirements: 12 ECTS in Business administration, 12 ECTS in Economics, 12 ECTS in Statistics, and 12 ECTS in Law subjects.

Moreover, students must demonstrate a successful completion of at least 6 ECTS credits in English language during the previous undergraduate program or possession of an English language certification B1 level at least.

COURSE ORGANIZATION

The MSc program lasts 2 years and awards 120 ECTS:

The Master's program is organized into six four-month terms, three per year (Oct-Dec, Jan-Mar, Apr-Jun). The first five terms include mandatory and elective courses (some taught in English). Teaching methods vary and include lectures, case studies, business games, and project work.

The sixth term is dedicated to internships, workshops, seminars, and activities focused on professional and relational skill development, as well as thesis writing.

A Double Degree pathway is available through a partnership with the University of NEU-ULM (Germany) for students enrolled in the IEIM curriculum. In this case, the students will spend the first part of the second year abroad.



STUDY PLANE [English subjects taught in one or more curricula] Corporate Finance [CF] First year

Course	ECTS
·International Accounting and Financial Reporting [ENG]	6 ECTS
·Strategia aziendale	9 ECTS
·Crisis, Turnaround Strategies and Financing	9 ECTS
·Corporate Finance	6 ECTS
·Business English	6 ECTS
·Economia della concorrenza strategica e antitrust	9 ECTS
·Metodi quantitativi per la finanza	9 ECTS
·Impact banking and sustainable finance [ENG]	6 ECTS

Second year

Course	ECTS
Gestioni straordinarie	6 ECTS
Economia e Gestione delle Banche di Credito Cooperativo	6 ECTS
Financial fraud e reati societari	6 ECTS
Two elective subjects	12 ECTS
Politica Economica Europea	6 ECTS
INTERNSHIP	6 ECTS
THESIS DISSERTATION	18 ECTS

Management [MNG] First year

Course	ECTS
Marketing e reti d'impresa	9 ECTS
Strategia aziendale	9 ECTS
Choosing one of the following subjects:	6 ECTS
o Geopolitica, economia e strategie globali	
o Sustainability Reporting	
Entrepreneurship and Venture Capital [ENG]	6 ECTS
Business English	6 ECTS
Economia della concorrenza strategica e antitrust	9 ECTS
Choosing one of the following subjects:	6 ECTS
o Management of Innovation [ENG]	
o Family Business Management [ENG]	
HRM in the Digital Era [ENG]	6 ECTS

Second year

Course	ECTS
Statistica per le decisioni aziendali	9 ECTS
Organizational design	6 ECTS
Diritto del lavoro e delle relazioni industriali	6 ECTS
Two elective subjects	12 ECTS
Politica Economica Europea	6 ECTS
INTERNSHIP	6 ECTS
THESIS DISSERTATION	18 ECTS

Business Consulting and Professional Practice [BCP] First year

Course	ECTS
Gestioni straordinarie	6 ECTS
Strategia aziendale	9 ECTS
Valutazione d'azienda	6 ECTS
Controllo di gestione avanzato	9 ECTS
Business English	6 ECTS
Economia della concorrenza strategica e antitrust	9 ECTS
Statistica per l'analisi dei dati	9 ECTS
Revisione aziendale	6 ECTS

Second year

Course	ECTS
Choosing one of the following subjects:	6 ECTS
o Diritto dell'insolvenza	
o Diritto tributario avanzato	
Diritto del lavoro e delle relazioni industriali	6 ECTS
Economia dei gruppi e bilancio consolidato	6 ECTS
Two elective subjects	12 ECTS
Politica Economica Europea	6 ECTS
INTERNSHIP	6 ECTS
THESIS DISSERTATION	18 ECTS

International Enterprise Information Management [IEIM] First year

Course	ECTS
International Accounting and Financial Reporting [ENG]	6 ECTS
Organizational design [ENG]	6 ECTS
Digital Business Organization [ENG]	9 ECTS
International Corporate Law and Digital Law [ENG]	6 ECTS
Entrepreneurship and Venture Capital [ENG]	6 ECTS
Enterprise Modeling [ENG]	9 ECTS
HRM in Digital Era [ENG]	6 ECTS
Machine Learning and Data Science [ENG]	6 ECTS
Management of Innovation [ENG]	6 ECTS

Second year

Course	ECTS
Interpersonal Skills - In Neu-Ulm	5 ECTS
Digital Process Management - In Neu-Ulm	5 ECTS
Business Information Systems Engineering - In Neu-Ulm	5 ECTS
Business and IT Consulting - In Neu-Ulm	5 ECTS
Technology and Application Management - In Neu-Ulm	5 ECTS
Strategy and Performance Management - In Neu-Ulm	5 ECTS
Two elective subjects - 12 ECTS	12 ECTS
THESIS DISSERTATION - 18 ECTS	18 ECTS



USEFUL INFORMATION



INGENIUM
European University



European University Alliance

INGENIUM, the Alliance of Diversity, committed to local and global challenges

University of Chieti-Pescara is a full partner of INGENIUM European University Alliance

INGENIUM is an alliance of ten institutions of higher education from ten European countries. Studying at the University of Chieti-Pescara means studying at all INGENIUM universities.

You will be able to move freely between the ten campuses and fully experience the INGENIUM spirit.

For more information <https://ingenium-university.eu/>

To reach the University of Chieti-Pescara:

In **Pescara**, there is an **international airport** connected to several cities across Europe.

The **intercontinental airport of Rome Fiumicino** is about **3 hours away by bus or train**.

Upon arrival in Chieti-Pescara

- Application for a residence permit for STUDY
- Application for an Italian tax code (Codice Fiscale)
- Registration with the National Health Service

Scholarships

When officially enrolled at the University of Chieti-Pescara, a student can apply for grants from the Regional agency for the Studies Rights - ADSU

SERVICES

Student office open:

Tuesday and Thursday:
10.00-12.00

Study regulation:

<https://www.unich.it/sites/default/files/2024-12/Manifesto%20tradotto.pdf>

Fees regulation:

<https://www.unich.it/sites/default/files/2024-12/Tasse%20e%20Contributi%20tradotto.pdf>

List of courses: <https://en.unich.it/node/147>

University guide

https://www.unich.it/sites/default/files/2024-09/3_university_guide.pdf

Living costs in Chieti-Pescara

Chieti and Pescara, neighboring cities in the Abruzzo region of Italy, offer a relatively affordable cost of living compared to larger Italian cities.

Rent: Around €200/300 per month for a room in shared apartment – €500/600 for accommodation in private campus

Food: Groceries budget is about €150–€250 per month.

Eating Out: A cheap meal costs about €15–€20; a mid-range dinner for one is around €30.