

1222-2022  
**800**  
ANNI



UNIVERSITÀ  
DEGLI STUDI  
DI PADOVA

**d/SEA**  
DIPARTIMENTO DI SCIENZE  
ECONOMICHE E AZIENDALI  
"MARCO FANNO"



POSTGRADUATE MASTER

# MIBS

international

business

for small and

medium enterprises

ACADEMIC YEAR  
**2020/2021**

## aims

The Professional Course is devoted to train new professional figures applying the concepts, contents, languages, and methods of management. The goal is to develop specific skills in the context of firms' internationalization. The Master uses a mix of methodologies and training techniques: lectures, seminars, case studies, company visits, teamwork, discussion and drafting of reports, etc.

## career opportunities

The program of the executive course includes a compulsory internship of 3 months or more which offers a unique opportunity to put in practice the MIBS subjects directly in the business world and to better understand the process of internationalization. During the internship period, participants will also develop a final project work that will combine theory frameworks learned in class with the internship experience outcome. The MIBS office will support all participants during the internship and the first contact with companies.

## admission requirements

- 3 years bachelor
- Good knowledge of English language
- Strong motivation and passion for the issues related to internationalization or social media marketing

## tutoring

Our tutoring service helps students in contacting and selecting the internship partners. The basic services provided are:

- Identification of companies for internships;
- CV writing;
- University thematic CareerDay;
- Forward CV to companies;
- International opportunities;
- Monitoring of companies during the internship period.

## two specialization paths

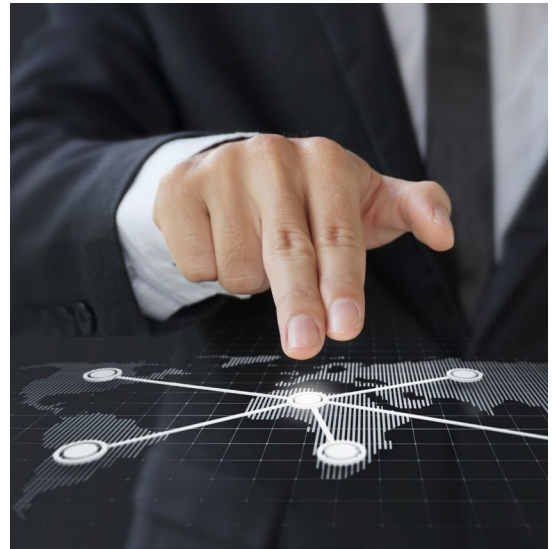
320 hours in-class teaching in English mostly on Friday and Saturday by leading Italian and International professors with a well-balanced mix of theory and practice.

## common modules

- International Business
- International Payment & Documentary credit
- International Marketing
- International Accounting
- Digital Media Marketing

## supporting SME internationalization & web marketing

- Strategy and Business Plan
- Organizational Design and Global Supply Chain Management
- Digital Media Analytics
- Web Design
- Web Communication
- Innovation Management



## finance and law for international business

- International Financial Markets and Operational Instruments
- International Transports and Incoterms
- Financial Analysis for Internationalization
- International Commerce and Financial Law
- International Tax Law
- International Trade and Investment Law

## internship

The Master's course includes a 3 months internship in a company.  
Here there're some of the companies in partnership with the Master.

**2night.Lab**



**ARKO**  
FURNITURE DOORS

**bluedream**  
hotel events & meetings



**CARRARO**

**DAB**  
WATER • TECHNOLOGY

**E-TEAM INTERNATIONAL**  
new thinking new opportunities

**FIORITAL**  
UNA SICUREZZA PROFONDA COME IL MARE.

**G E**  
Giovanni Ederle  
*Viticoltore in San Mattia*

**G**  
**GORIZIANE**  
Innovating Together

**GSG**  
global sports gear

**kom**  
BUSINESS GO ONLINE

**LIPPOGRIFO**  
MARKETING • COMUNICAZIONE • B2B

**LOWARA**  
a xylem brand

**MALIPARMI**

**PegPerego**

**PIRON**  
your professional cooking

**SAVE**  
GRUPPO SAVE

**thinkwater.**  
BEYOND IRRIGATION

**TREENET**  
IMAGINE. IMPLEMENT. IMPROVE.

**VI.BE.MAC.**

## information

### **Start and end dates**

November 2020 – September 2021  
Registration deadline: October 2020

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### **Access requirement**

First-cycle degree (Bachelor's degree)

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### **Attendance**

70% (required)

- 310 hours frontal teaching
- 10 hours distance teaching
- 500 hours stage
- 200 hours project work

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### **ECTS**

60 CFU

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## tuition fees

**Master € 6.324,50**

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Further information is provided in the call for applications 20/21, online in the “Master” section of the UniPd website.

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## contacts

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### Master's tutor

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**Social** Facebook @mastermibs

**DSEA - Dipartimento Scienze  
Economiche e Aziendali  
"Marco Fanno"**  
**Università di Padova**  
Via Ugo Bassi 1, 35131 Padova

**MASTER**  
E CORSI DI PERFEZIONAMENTO E AGGIORNAMENTO

