

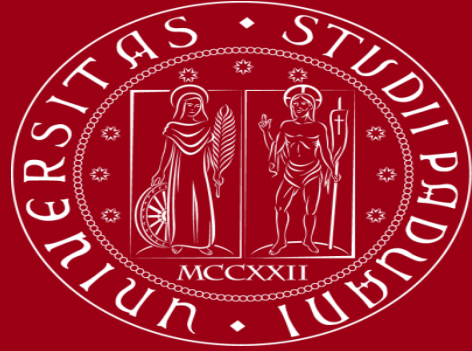
UNIVERSITÀ
DEGLI STUDI
DI PADOVA

Graduate degree courses

Dipartimento di Scienze Economiche e Aziendali “Marco Fanno”

Servizio Orientamento

March 2019



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Entrepreneurship and Innovation (EI)

Scienze Economico-Aziendali (LM-77)

Objectives

Study paths

Career opportunities

Admission Procedure



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Graduate Course in Entrepreneurship and Innovation

#EI 2019-2020

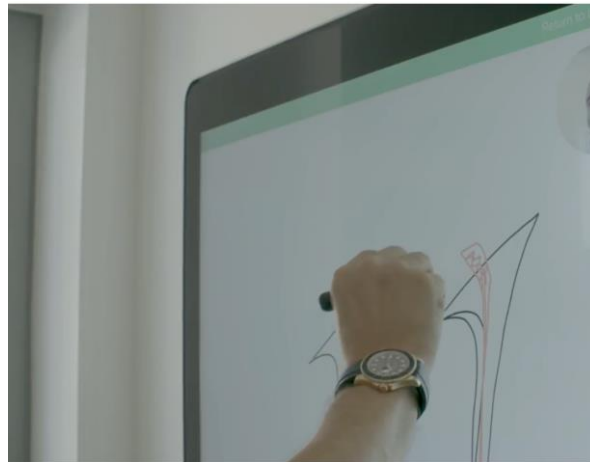
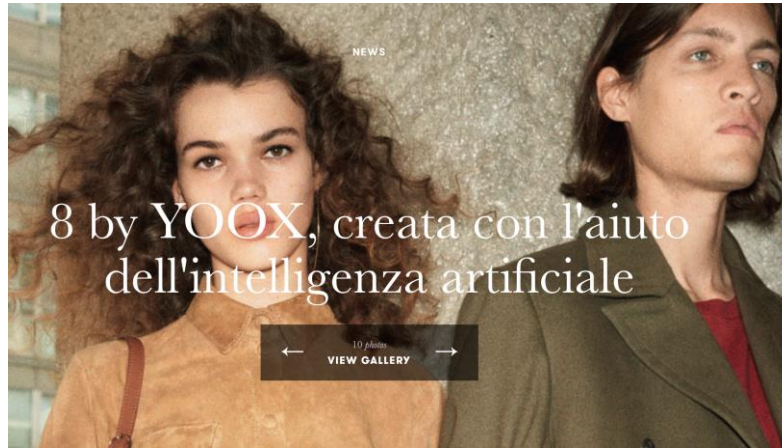


EI GOAL

To train **business developers** and **new entrepreneurs** able to define and apply **sustainable business models**, create and grow companies in the current **digital** scenario, within a **global** environment.



A New Scenario



EI and the new competitive scenario

- **Technological trends** (ICT, industry 4.0), new business structures, increasingly **blurred boundaries among sectors** (manufacturing/services convergence)
- New dynamics linked to **globalisation**: redefinition of supply chains, variety of markets (advanced, emerging)
- Multidimensionality of innovation (**technological, marketing, organizational, social innovation**), open and interactive



New Business Models



Specifically in these processes

- They have altered the dynamic of economic relations between countries, between industrial sectors and territories.
- They have called into question **new business models**.
- They have led in **redesigning internal management process within companies and along supply chains;**
- They have led to **new forms of entrepreneurship**
 - ✓ Start-up, spin-off
 - ✓ New individual business ventures

Focus on key domains



Innovation

**Entrepreneurship
And growth**

**Human resources
Organization**

**Globalization
Market**

Tools and measures to support decisions

Economic, Technological, and Legal framework

New Professions Wanted



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New professional profiles wanted

Professional profiles able to:

- Develop **new business areas** in existing companies and support the start-up of new companies
- Manage **innovation processes** in new or growth-oriented enterprises (business networks, global value chains)
- Apply **digital technologies** in organizational and commercial processes in an international context



After Graduation

Manufacturing SMEs

Which have started growth strategies, internationalization and/or strategic innovation.

KIBS - knowledge-intensive business firms

which have started strategies for dimensional growth and management innovation;

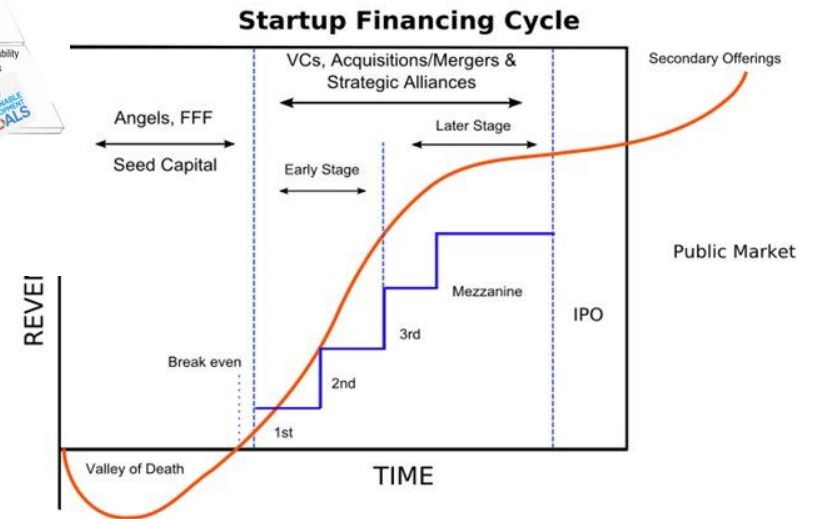
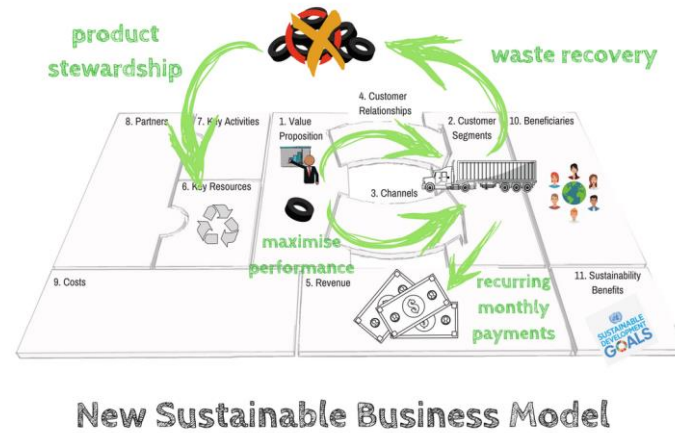
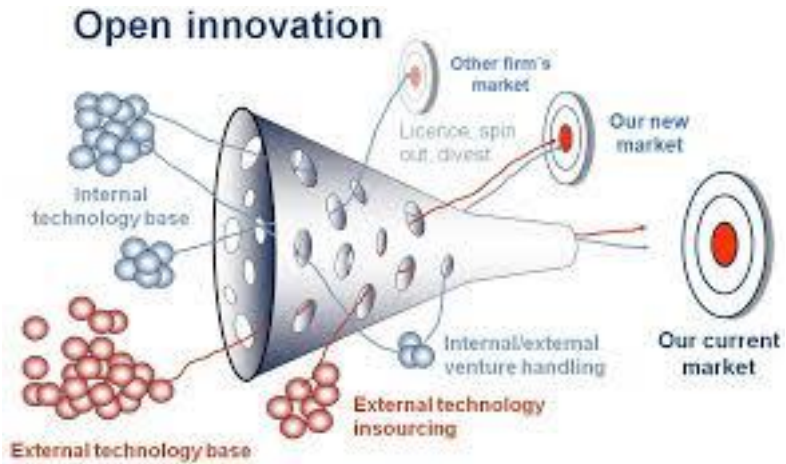
Large firms

which, through the creation of spin-offs or dedicated business units, initiate paths of business innovation or research into new development opportunities

No profit organizations oriented to innovation



What will I be able to do?



What will I be able to do?

Understanding the phenomena of globalization

- Integration of different perspectives
 - ✓ Macroeconomics
 - ✓ Innovation
 - ✓ Entrepreneurship

Organize and manage resources and relationships

- Within the company
- Along global supply chains

Apply quantitative and qualitative tools to business decisions

- General
 - ✓ Strategy
- Functional and of process
 - ✓ Marketing
 - ✓ Innovation
 - ✓ Human capital



How?

In a unified vision

Lectures focused on progressive change (Economic and Business Phenomena, scientific debate)

➤ **For Example**

- ✓ Global Firms & Global Value Chains

Project that combines different languages (managerial, economic, quantitative)

➤ **For Example**

- ✓ Economics and Management of Innovation
- ✓ Not only «*Organization Design & Governance of Human Capital*», but also «*Economics of Human Resources*»



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How? Innovative Teaching

**Traditional and innovative
teaching models for
professionalization and cultural
growth**

**Lectures, case studies, accounts,
visits**

**Workshops
(Managerial labs)
deal with projects and requests
from companies and develop
original proposals through team
work**



How?

Connecting with key players



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OPENING LECTURE
Christian Nucibella
CEO and founding partner, FiloBlu



Graduate Degree
Entrepreneurship and Innovation
Program Director
Prof.ssa Eleonora Di Maria



The future of entertainment for Brands and the creation of a post-advertising agency

Opening Lecture
dSEA

Thursday, 28th February 2019
10.30-12.30 am
Room 32, Via Bassi 1

Graduate Program in
Entrepreneurship and Innovation
Prof.ssa Eleonora Di Maria

About SHADO -> www.shado.tv

Daive Bartolucci
Founder and CEO at SHADO
H-FARM media company

OPENING LECTURE
Andrea Kozma, Director, CEU InnovationsLab

Exploring Entrepreneurship



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CONFINDUSTRIA PADOVA
sgi GRUPPO GIOVANI IMPRENDITORI

What Would I study?

1° I Year semester	CFU	2° I Year semester	CFU
Economics and Management of Innovation	12	Global Firms & Global Value Chains	12
Corporate Law	6	Economics for Management	12
Relational Marketing	6	Management Control and Finance	6
Statistics for Management	8		
Foreign Language	2		
	34		30



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What Would I study?



1° semester		2° semester	
Economics and Management Innovation	12	Global Firms & Global Value Chains	12
Corporate Law	6	Economics for Management	12
Relational Marketing	6	Management Control and Finance	6
Statistics for Management	9		
Foreign Language	2		
	34		30

IPR, innovation forms, Measurement of R&D, innovation policy, etc.

FDI impacts, born global, GVC and Innovation, etc.

Company law, Partnership, M&A, etc.

Microeconomics, Foreign Exchange market, developing Country growth, etc.

Web marketing, digital Social Media marketing, Customer Relat. Mngt

Design of performance And control system, KPI, Balance scorecard, etc.

What Would I study?



1° semester	CFU	2° semester	CFU
Entrepreneurship and strategies for growth	12	Optional courses (2 out of the list below or other courses)	12
Service Management	6	• <i>Managerial Labs 1</i>	6
		• <i>Managerial Labs 2</i>	6
Economics of Human Resources	6	• <i>Doing business in emerging economies</i>	6
		• <i>Economic Growth</i>	6
Organization Design & Governance of Human Capital	6	Dissertation	14
	30		26

What Would I study?



	CFU	II Year 2° semester	CFU
Entrepreneurship strategies for growth		International HRM and digital transformation	12
Service Management	6	Managerial Labs 1 Managerial Labs 2	6
Economics of Human Resources		Doing business in emerging economies Economic Growth	6
Organization Design & Governance of Human Capital	6	Dissertation	
	30		26

Entrepreneurial process, Networking and growth, Founding team, etc.

Servitization, New Business models
Digital transformation

HRM and digital transformation

Digital manufacturing Strategy, Industry 4.0

Labour market, Labour Dynamics, etc.

Set up/mngt new companies in EE

Growth, technology, Inequality, demand...

Forms of organizations, HR practices, etc.

Admission to EI



- Minimum requirements in relation to knowledge of **economics, management, and quantitative analysis**
- Open also to other disciplines (e.g. engineering, communication, international studies, agriculture, etc.)
- Mandatory test (30 questions, 70 minutes)
- 60% access threshold
- Ratings: 30% average exams, 70% test result (NO grade degree)

Admission into our courses

Minimum Curricular Requirements

MINIMUM CFU	Management	Economics	Data management
ENTREPRENEURSHIP AND INNOVATION	At least 12 <i>SECS-P/07; SECS-P/08; SECS-P/09; SECS-P/10; SECS-P/11</i>	At least 12 <i>SECS-P01; SECS-P/02; SECS-P/03; SECS-P/05</i>	At least 10 <i>SECS-S/01;SECS-S/03;SECS-S/06; MAT/05; MAT/06; MAT/08; MAT/09; INF/01; ING-INF/05</i>

To achieve the 50 CFU required, the following areas may also be added to the previous ones and taken into consideration the following: *SECS-P/04; SECS-P/12; IUS/01; IUS/03; IUS/04; IUS/09; IUS/13; IUS/05; IUS/07; IUS/14; ING-IND/35; ING-IND/15; ING-IND/16; ING-IND/17; ICAR/13; ICAR/17; SPS-08; SPS-09; AGR/01; CHIM/03; CHIM/06; BIO/01; BIO/06*



Admission to our courses

1. Have a bachelor's degree or a three-year university diploma
 - Indicatively By October 2019(or, at the latest, December 2019 “Graduating within the year in progress”- Reference to be made to the admission bulletin)
2. Have Passed validated and registered credits in the fields indicated in the course requirements, at the date of submission of pre-enrolment application
3. Admission test



Admission to our courses

- Application for pre-enrolment online (Reference to be made to the admission bulletin)
 - ✓ Admission bulletin
 - ✓ The procedures and timelines are defined in the Admission bulletin
 - ✓ Payment of MAV for every single graduate course that one wishes to apply



Student Resources



International relations office

international.economia@unipd.it

Stage & Placement service

stage.economia@unipd.it

Tutoring service

tutor.economia@unipd.it

Career Counseling

monica.amoruso@unipd.it



Internationalization

International Relations Office

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- **64 Erasmus + agreements** for a total of **232** grants (142 under-graduate and 90 masters)
 - ✓ 136 outgoing students
 - ✓ 156 incoming students

- Constant assistance before, during and after departure
- Assistance in the choice of study plan and its recognition
- Promotion and information on opportunities to undertake an international experience
- Incoming student support and integration events



➤ **dSEA – Overseas Exchanges**

- ✓ USA – Ross Business School;
- ✓ INDIA – Rajagiri School of Business;
- ✓ COLOMBIA – Universidad del Rosario;
- ✓ TAIWAN – National Tsing Hua University;
- ✓ China – The Chinese university of Hong Kong;
- ✓ China – Shanghai university of Finance and Economics;
- ✓ Russia – National Research university of Higher school of Economics

➤ **International Summer Programme in Management**

- ✓ CHINA – University of Guangzhou

➤ **Bilateral Agreements of the university extra UE**

- ✓ US – Boston
- ✓ AUSTRALIA – Sydney
- ✓ BRAZIL – 7 Atenei
- ✓ CHINA – Guangzhou / Hong Kong
- ✓ RUSSIA – Moscow



Stage and Placement

Stage & Placement Service

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- 6048 stage initiated in 19 years (from a.y. 1997/98 to 2017/18)
 - ✓ 305 internships initiated in a.y. 2017/18
 - ✓ 292 Stage abroad in the last 12 years
- 2000 Companies that have hosted Economics students in stage for the past 12 years
- 22 Foreign countries where Economics students have done stage for the past 12 years

- Receiving stage requests
- Publication and online management of offers
- Administrative support
- Training and accompanying students towards stage
- Individual counseling for writing CV

Stage&Placement Service

Some of Our International Partners

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▪ Sharemyclick SL – Spain

▪ Bpv Finance International – Ireland

▪ Joint Stock Company UniCredit Bank – Russia

▪ Webschmiede GmbH – Germany

▪ Project for People Onlus – India

▪ Portfolio Control GmbH - Germany



- Camera Commercio - Belgium
- Travix International B.V. – Holland
- Mediolanum International Funds – Ireland
- Intelligent Positioning – UK
- Ferrero Ltd – UK
- MyBrain Technologies - France



Stage&Placement Service Italian Partners

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- Aspiag Service srl
- Morellato SpA
- Agenzia delle Entrate
- Veneto Agricoltura
- SIT SpA
- Safilo SpA
- Carel Industriars SpA
- Electrolux
- Geox
- GlaxoSmithKline
- Gruppo Coin
- OVS SpA
- Porsche Italia
- Bottega Veneta
- Gucci
- PAM Panorama SpA
- Luxottica
- Morellato Spa



- Moncler
- Decathlon
- Lagardère Food Services
- L'Oreal Italia
- Unox
- Assicurazioni Generali
- Intesa Sanpaolo
- Banca Mediolanum
- Banca Popolare Etica
- Banca Popolare di Vicenza
- H-Farm
- Azienda Ospedaliera Padova
- Deloitte
- KPMG
- PWC
- Sinedi srl



➤ Tutoring Service

- ✓ Provide tools to set up a work plan that enhances students' ability to manage time factor by identifying effective and efficient methods for studying and preparing for exams
- ✓ To develop in students an individual capacity to construct study objectives

➤ Career counseling

- ✓ Helps a student during the process of self-evaluation
- ✓ Recognizes the skills and the potential of the student
- ✓ Guidance in planning personal professional profile.

Our Social Channels

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<https://www.linkedin.com/school/dsea-unipd/>



https://www.instagram.com/dsea_unipd/

For more information

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Information on Admission Call and Procedure



informazioni.economia@unipd.it

Information about Course Structure and content



tutor.economia@unipd.it



Join Us!



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