		MANAGEMENT XLI CIO			
		1° YEAR 2025/2026			
		Term 1 - September / December 202	5		
	n.	Subject	Professor	Hs	CFL
	_	Philosophy of science	Lechner & Stoeckl	20	4
CORE COURSES	2	Epistemology for Management	Kallinikos	15	3
	3	Introduction to Model Building	Wieringa	15	3
	4	Introductory econometrics for management	Santucci	15	3
	5	Principles of Research Excellence	Colicev	20	4
	6	Systematic Literature Review	Montecchi	10	2
	7	Qualitative research	Bruni/Balachandran	20	4
					23
		Term 2 - February / March 2026	•		
CORE COURSES	n.	Subject	Professor	Hs	CFU
	8	Data analysis with STATA	Core	10	2
	9	Data analysis with SPSS	Peluso	10	2
	10	Microeconometrics	Tura	20	4
	11	Structural Equation Modelling	Miceli	20	4
	12	How to get published	Faems	20	4
	13	Machine learning	Sinaimeri/Martino	15	3
			•		19
		Term 2 - April / May 2026			
Track	n.	Subject	Professor	Hs	CFU
	_1	Key topics in Marketing	Costabile/Carpenter	15	3
MARKETING	2	Consumer behavior	De Angelis/Pozharliev	15	3
MARKETING		Data Collection and Experimental Design in	D 1 :	15	
	3	Behavioral Research	Paolacci	15	3
			!		9
STRATEGY & INNOVATION	1	Empirical methods for strategy research	Pelucco	15	3
	-	Strategic management	Valentini	15	3
	-	International business	Majocchi/Caroli	15	3
			.,		9
ORGANIZATION	1	Experimental design for organization research	Dello Russo	15	3
	-	Social network analysis	Mascia	15	3
	-	-		_	-
	3	Organization theory	Kallinikos	15	
	3	Organization theory	Kallinikos	15	3
	3	Organization theory			9
	3	Organization theory	Firts year	paper	9
	3			paper	9
	3	2° YEAR 2026/2027	Firts year TOTALE CFU FIRST	paper	9
Track		<b>2° YEAR 2026/2027</b> Term 1 - September / December 202	Firts year TOTALE CFU FIRST	paper YEAR	9 10 61
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	<b>n.</b> 4	2° YEAR 2026/2027 Term 1 - September / December 202 Subject Marketing modelling	Firts year TOTALE CFU FIRST  6 Professor Leeflang	Paper YEAR Hs	9 10 61 CFU
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	<b>n.</b> 4 5 6	2° YEAR 2026/2027  Term 1 - September / December 202  Subject  Marketing modelling  Experimental design for marketing  Text mining in marketing research	Firts year TOTALE CFU FIRST  6 Professor Leeflang Scopelliti Villarroel	Hs 15 15 15	9 10 61 3 3 3 9
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