

MANAGEMENT XLI CICLO					
1° YEAR 2025/2026					
Term 1 - September / December 2025					
CORE COURSES	n.	Subject	Professor	Hs	CFU
	1	Philosophy of science	Lechner & Stoeckl	20	4
	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
MARKETING	1	Key topics in Marketing	Costabile/Carpenter	15	3
	2	Consumer behavior	De Angelis/Pozharliev	15	3
	3	Data Collection and Experimental Design in Behavioral Research	Paolacci	15	3
					9
STRATEGY & INNOVATION	1	Empirical methods for strategy research	Pelucco	15	3
	2	Strategic management	Valentini	15	3
	3	International business	Majocchi/Caroli	15	3
					9
ORGANIZATION	1	Experimental design for organization research	Dello Russo	15	3
	2	Social network analysis	Mascia	15	3
	3	Organization theory	Kallinikos	15	3
					9
				Firts year paper	10
				TOTALE CFU FIRST YEAR	61
2° YEAR 2026/2027					
Term 1 - September / December 2026					
Track	n.	Subject	Professor	Hs	CFU
MARKETING	4	Marketing modelling	Leefflang	15	3
	5	Experimental design for marketing	Scopelliti	15	3
	6	Text mining in marketing research	Villarroel	15	3
					9
STRATEGY & INNOVATION	4	Corporate governance	Zattoni	15	3
	5	Innovation management	Prencipe	15	3
	6	Entrepreneurship	Lechner	15	3
					9
ORGANIZATION	4	Organization behavior	Dello Russo/Homberg	15	3
	5	Frontiers in organizing and organizations: new themes, new forms, new paradigms	Giustiniano	15	3
	6	Organization and technology	Marengo	15	3
					9
Term 2 - February/May 2027					
Other activities	Second year paper				10
	Seminars on academic career, ethics and integrity in research		Zattoni	6	1
	Faculty Seminars + PhD Seminars and workshops				14
	Thesis drafting				25
				TOTALE CFU SECOND YEAR	59
3° YEAR 2027/2028					
Term 1 - September / December 2027					
Other activities	Third year paper				10
	Visiting period o Altre attività				25
Term 2 - February/May 2028					
Other activities	Visiting period o Altre attività				25
				TOTALE CFU THIRD YEAR	60
4° YEAR 2028/2029					
Term 1 - September /December 2028					
Other activities	Thesis drafting				25
Term 2 - February/May 2029					
Other activities	Final Thesis			/	35
				TOTALE CFU FOURTH YEAR	60
				totale	240