

Departmental Erasmus Coordinator:
Prof. Edgardo Sica
Office-room no.14, ground floor, Law Department (palazzo ex-Ateneo)
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University of Foggia Department of Economics

Largo Papa Giovanni Paolo II, 1
71121 Foggia (ITALY)

1st Level Degree in “BUSINESS ADMINISTRATION”

List of courses offered a.a. 2015-2016

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Legend:

- A = Autumn Term
- S = Spring Term
- N/A = not available – please contact the course's Professor

Please note that:

a. ALL courses are taught in Italian

b. final examinations are generally in Italian. However some Professors give ERASMUS students the possibility of making the final exam in other languages: please check the corresponding column in the next pages.

c. exams are scheduled on December 2015, January, February, April¹, June, July, and September 2016

¹ Only for Erasmus students who joined the Economics Department in the autumn term

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Course	No. of Credits	Lecturer	Term	Program	Examination in the following languages:
1st YEAR					
<p style="text-align: center;">BUSINESS ADMINISTRATION (Economia Aziendale)</p>	8	Prof. Nunzio ANGIOLA (A-L) nunzio.angiola@unifg.it	S	<p><i>MODULE I. Introduction to the Business administration's Principles (4 credits)</i> <i>Basic principles of Business Administration. The Business System. Management and Organizational Analysis. Organizational structures, environmental conditions and complexity, workforces. Economic Choices and decision-making process in firms.</i> <i>Company's functional areas. Legal model and economic enterprise direction. Classification of firms.</i> <i>Enterprise System and Process Management.</i> <i>Principles of competitive analysis and innovative economic models. Technological Innovation and New Product Development. Porter's Value Chain. Business Policies.</i> <i>International Business Management.</i> <i>Economic relations between companies. Corporate Management.</i> <i>Focus on Enterprise's aims. Firm's inputs-combination and outputs-production. Economic equilibrium.</i> <i>Break even point analysis. Capital and Income variables.</i> <i>Enterprise Risk. Control and auditing framework.</i> <i>Productivity. Efficiency. Economic performance. Financial structures. Sources and Investments.</i></p> <p><i>MODULE II. Accounting Theory and Application (4 credits)</i> <i>Accounting tasks in corporate decisions. General, specific, industrial accountancy (their main differences).</i> <i>The role of Accountancy. Accounting system. Accounting method. Accounting equation. Techniques of double entry</i></p>	Only italian

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				<p><i>accounting and book-keeping procedure. Overview of the accounting cycle. Recording transactions. The Double-Entry Principles. The specialized Journals. Identifying and recording the relevant financial information related to non-current assets, accounts receivable and inventory. Accounting entries, accruals and prepayments. Principles relating to the recognition of revenue. Identifying and recording costs relating to job manufacturing and service providers. Job-costing methods. The accounting processes relating to company formation, dividends, issues of shareholder capital, reserves, formation/dissolution of partnerships. Accounting for Balance Day adjustments and reconciliations. Balancing off accounts. Annual statements. Trial balance. Profit and loss account. Balance sheet. Case studies: compilation, analysis and interpretation of financial statements. Process of depreciation and impairment of assets. Report-writing. Sources of finance. Short interpretation of Accounts: main role of ratio analysis, computation and interpretation of liquidity, performance, gearing, and stock exchange ratios.</i></p> <p><i>Elements of Commercial calculation (Interests computing).</i></p>	
<p>BUSINESS ADMINISTRATION (Economia Aziendale)</p>	8	<p>Prof. Marco TALIENTO (M-Z) marco.taliento@unifg.it</p>	A	<p>The programme of the course of Business Administration consists of two closely interconnected modules as below.</p> <p>Module I. Introduction to the Business administration's Principles.</p> <p>Basic principles of Business Administration. The Business ongoing System. Management and Organizational Analysis. Organizational structures, environmental conditions, complexity, workforces. Economic choices and decision-making process in firms. Company's functional areas, goals, tasks and responsibilities. Legal model and economic enterprise direction. Classification of firms. Enterprise System and Process Management. Principles of competitive analysis and</p>	Italian/English

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				<p>innovative economic models. Technological Innovation and New Product Development. The Value Chain. Business Policies. International Business Management. Economic relations between companies. Corporate Management. Focus on Enterprise's aims. Firm's inputs-combination and outputs-production. Economic equilibrium. Break even point analysis. Capital and Income variables. Enterprise Risk. Control and auditing framework. Productivity. Efficiency. Economic performance. Financial structures. Sources and Investments. Module II. Accounting Theory and Application. Accounting tasks in corporate decisions. General, specific, industrial accountancy (their main differences). The role of Accountancy. Accounting system. Accounting method. The accounting equation. Techniques of double entry accounting and book-keeping procedure. Overview of the accounting cycle. Recording transactions. The Double-Entry Principles. The specialized Journals. Identifying and recording the relevant financial information related to non-current assets, accounts receivable and inventory. Accounting entries, accruals and prepayments. Principles concerning the recognition of revenue. Identifying and recording costs relating to job manufacturing and service providers. Job-costing methods. The accounting processes relating to company formation, dividends, issues of shareholder capital, reserves, formation/dissolution of partnerships. Accounting for Balance Day adjustments and reconciliations. Balancing off accounts. Annual statements. Trial balance. Profit and loss account. Balance sheet. Case studies: compilation, analysis and interpretation of financial statements. Process of</p>	
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				depreciation and impairment of assets. Report-writing. Sources of finance. Short interpretation of Accounts: main role of ratio and rate and margin analysis, computation and interpretation of liquidity, performance, gearing, and stock exchange ratios. Elements of Commercial calculation (Interests computing).	
MATHEMATICS (Matematica Generale)	8	Prof.ssa Lucia MADDALENA (A-L) lucia.maddalena@unifg.it	A	<p>Elements of Linear Algebra.Vectors. Matrices. Determinant of a square matrix. Rank of a matrix. Kronecker's theorem. Parametric matrices. Solving linear equation systems. Cramer's rule. Rouché-Capelli's theorem.</p> <p>Functions.Functions. Bounded sets in R. Sup and Inf: definition and properties. Unbounded sets. Induction principle. Cartesian product. The graph of a function. Linear functions and main properties. Monotone functions. Concave functions. Special functions. Power function with exponent n, $-n$, $1/n$. Exponential function, logarithmic . Trigonometric functions $\sin(x)$ and $\cos(x)$, main properties. Functions $\tan(x)$, $\cotan(x)$. Inverse of trigonometric functions. Operations with functions.</p> <p>Limits of sequences and functions.Definition of limit. Theorems of the limits. Limit for sequences. Theorems of comparison. The "Pinching" or "Sandwich" Theorem. Operations with limits. Theorem for the limit of monotone functions. Fundamental theorem for the limits.</p> <p>Continuous functions.Continuity and discontinuity. Weierstrass's theorem. Theorem of zeroes, the bisection method. Bolzano's theorem.</p> <p>Series.Definitions and examples. Geometric series. Operation with series. Necessary condition for convergence. Series with positive terms. Theorem of basic comparison. Harmonic series and harmonic generalized. The root and the ratio tests. The alternating series. Leibnitz's theorem. Series absolutely convergents.</p> <p>Differential calculus.Derivative. Geometric meaning of derivative. Points of non derivability. Derivatives of higher</p>	Italian/English

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				order. Continuity and derivability. Rules for computing derivatives. Derivative of composition, and inverse of a function. De L'Hopital's theorem. Local and global maxim and minima. Fermat's theorem. Rollé's theorem. Lagrange's theorem. Conditions for monotony. Functions differing from a constant. Taylor's formula. Convex functions and minimum points. Applications to the graph of a function. Integrals.Primitive. Indefinite integral. Linearity of integrals. Integration by parts. Integral of rational functions. Integral by substitution. Riemann integral. Theorem of the mean value. Theorem for existence primitives. Fundamental theorem for integral calculus. Improper integrals.	
MATHEMATICS (Matematica Generale)	8	Prof. Giovanni VILLANI (M-Z) giovanni.villani@unifg.it	A	Set Theory; Numerical Sets; Elements Analytic Geometry; Elements of Linear Algebra; Real Functions with one variable; Limit of functions and successions; Continuous Functions; Differential Calculus; Integral Calculus; Numerical Series	Italian/English
STATISTICS (Statistica)	8	Prof. Corrado CROCETTA (A-L) corrado.crocetta@unifg.it	A	N/A	N/A
STATISTICS (Statistica)	8	Prof. Inigo MECCARIELLO (M-Z) inigo.meccariello@unifg.it	A	Introduction to statistics. Definition; statistical distributions; representation on a table; frequency distribution tables. Graphical methods. Line graph; pie graph; bar graph; histogram; frequency polygon; scatterplot. Measures of central tendency. Definition; arithmetic mean; geometric mean; harmonic mean; quadratic mean; power mean; median; mode; midrange; weighted means; properties. Measures of statistical variability. Definition and properties; interquartile range. Index of dispersion: mean absolute deviation, average squared deviation (standard deviation), variance, alternative formulation, standard scores. Index of diversity: Gini mean difference. Relative variation: coefficient of variation, concentration and Lorenz curve. Index of qualitative variations. Measures of distribution shape. Form index: skewness and kurtosis. Normal curve, Chebychev's inequality. Statistical	Only Italian

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				<p>ratios. Definitions; types of ratios; index numbers. Interpolation. Definitions; phases; methods of calculate; measures of approximation. Bivariate distributions. Dependent and independent variables; relations between two variables; regression and correlation; linear regression; covariance; eta square; coefficient ("r") of correlation, rank order correlation; coefficient of determination R²; measures of association; index of association; contingency tables; chi-square; contingency index of Cramer. Elements of inferential statistics. Concepts and definitions; elements of sampling theory; elements of probability calculus; random variables ; sampling distributions; concept of estimation; hypothesis testing. Elementary concept of inference: about a mean; about the variance; about the difference in population means; about linear regression.</p>	
<p>PRINCIPLES OF ECONOMICS (Istituzioni di Economia)</p>	8	<p>Prof. Edgardo SICA (A-L) edgardo.sica@unifg.it</p>	S	<p>Microeconomics:</p> <ul style="list-style-type: none"> • The basics of supply and demand. • Consumer behaviour. • Production and costs • Competitive markets. • Monopoly and oligopoly • Monopolistic competition • Economic efficiency • Market failures <p>Macroeconomics:</p> <ul style="list-style-type: none"> • National accounting. • Goods market and the Keynesian multiplier. • Money demand • ECB and money supply. • IS-LM model. • The labour market. • Phillips curve, inflation and unemployment • The AS-AD model. 	Italian/English

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<p>PRINCIPLES OF ECONOMICS (Istituzioni di Economia)</p>	<p>8</p>	<p>Prof.ssa Stefania VILLA (M-Z) stefania.villa@unifg.it</p>	<p>S</p>	<p>Microeconomics:</p> <ul style="list-style-type: none"> ▪ The basics of supply and demand. ▪ Consumer behaviour. ▪ Production and costs ▪ Competitive markets. ▪ Monopoly and oligopoly ▪ Monopolistic competition ▪ Economic efficiency ▪ Market failures <p>Macroeconomics:</p> <ul style="list-style-type: none"> ▪ National accounting. ▪ Goods market and the Keynesian multiplier. ▪ Money demand ▪ ECB and money supply. ▪ IS-LM model. ▪ The labour market. ▪ Phillips curve, inflation and unemployment ▪ The AS-AD model. 	<p>Italian/English</p>
<p>PRIVATE LAW (Istituzioni di Diritto Privato)</p>	<p>10</p>	<p>Prof. Massimo GAZZARA (A-L) massimo.gazzara@unifg.it</p>	<p>S</p>	<p>The private law in the legal system The sources of private law Legal situations , individual rights , legal relations Facts, acts , legal effects The property and assets The events of the rights and legal circulation The implementation of rights: judicial protection and testing The subjects of the law. individuals organizations Personality rights The right of ownership in the legal system The Property: exercise , purchase and protection Co-ownership and condominium Lesser rights in rem Rights in rem and rights the transcript</p>	<p>Only Italian</p>

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				<p>the possession The bond Fulfillment , and other causes of extinction of obligations Modifications to the existing bonds The default of the borrower : blackberry and responsibilities The credit guarantee The definition of contract Formation and form of the contract the representation Elements of the contract The contractual settlement The effects of the contract and the contractual Effects of the contract, the private interests of the parties and autonomy The contractual remedies : invalidity of the contract The processing of contracts invalid Termination of the contract , and other remedies Civil liability : functions and conditions Special theory of liability The remedies against the damage and the various types of liability Unilateral promises and contracts almost << >> the competition Businesses and consumers succession</p>	
PRIVATE LAW (Istituzioni di Diritto Privato)	10	Prof. Giacomo PORCELLI (M-Z) giacomo.porcelli@unifg.it	S	N/A	N/A
PUBLIC LAW (Istituzioni di Diritto Pubblico)	8	Prof. Colavecchio (A-L)	A	N/A	N/A
PUBLIC LAW (Istituzioni di Diritto	8	N/A M-Z	S	N/A	N/A

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Pubblico)					
ENGLISH LANGUAGE (Lingua Inglese)	5	University Language Centre cla@unifg.it	S	N/A	N/A
(Informatica)	5	e-learning	-	N/A	N/A
ACCOUNTING (Metodologie e Determinazioni Quantitative D'azienda 1: Contabilità e Bilancio)	8	Prof. Michele MILONE (A.L) michele.milone@unifg.it	A	N/A	N/A
ACCOUNTING AND FINANCIAL STATEMENT (Metodologie e Determinazioni Quantitative D'azienda 1: Contabilità e Bilancio)	8	Prof. Mauro ROMANO (M-Z) mauro.romano@unifg.it	A	N/A	N/A
MATHEMATICS FOR FINANCE (Matematica Finanziaria)	8	Prof. Andrea DI LIDDO (A-L) andrea.diliddo@unifg.it	A	Basic definitions. Interest, capital and interest. Present value. Relationship between the financial quantities. The anticipated interest rate. One and two variables financial laws. The main financial regimes. The simple interest (and the rational discount). The compound interest (and discount). Equivalent interest rates. The nominal and the instantaneous interest rate. Separable and uniform financial laws. Annuities: constant, temporary and perpetual. Present and final value of annuities. The amortization of the loans. The repayment plan. The loan of capital repayable on maturity. French, Italian, American and German repayment plans. The valuation of financial transactions. The criterion of N.P.V	N/A

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				<p>(Net Present Value). The criterion of I.R.R. (Internal rate of return). The price of the bonds. General information on the bonds. Bonds repayable at maturity. The term structure of interest rates. Relationship between forward rates and spot rates in arbitragefree markets. Duration. The duration as a measure of volatility. Elements of probability theory. Discrete and continuous random variable. Distribution function. Expected value of a discrete random variable. Variance and standard deviation. Covariance. Correlation coefficient. Conditional probability. Independent events. Uncorrelated random variables. Criteria for the evaluation of random variables. The criterion of the mean value and the fair games. Drawbacks of the criterion of mean value. The utility function. The utility of uncertain amounts. The concept of certainty equivalent. The risk aversion. The first-order stochastic dominance. The mean-variance criterion. The analysis of risk and return. Elements of portfolio theory. The case of two equities. The options. General information on options. Put-call parity. The one-period binomial model for option pricing.</p>	
<p>FINANCIAL MATHEMATICS (Matematica Finanziaria)</p>	8	<p>Prof.ssa Silvana MUSTI (M-Z) silvana.musti@unifg.it</p>	A	N/A	N/A
<p>BUSINESS MANAGEMENT (Economia e Gestione delle Imprese)</p>	8	<p>Prof. Piero MASTROBERARDINO (A-L) piero.mastroberardino@unifg.it</p>	A	<p>Section one – Management of the firm as value creation <i>Chap.1 The firm as value creation</i> <i>Chap. 2 Economic value creation</i> <i>Chap. 3 Strategic and managerial dimensions</i> <i>Chap. 4 Corporate responsibility</i> Section two – Theories and Models of the firm</p>	Italian/English

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				<p><i>Chap. 5 Theories on internal organisation of the firm</i> <i>Chap. 6 Theories on relationships with the environment</i> <i>Chap. 7 Primary stakeholders</i> <i>Chap. 8 Secondary stakeholders and system management</i> <i>Chap. 9 The competitive advantage and the competitive dynamics</i> <i>Chap. 10 The competitive effects of non-competitive dynamics</i></p> <p>Section three – Corporate Governance <i>Chap.11 Meaning and role of corporate governance</i> <i>Chap.12 Risks of managerial discretionary power</i> <i>Chap.13 The internal tools of corporate governance</i> <i>Chap.14 The external tools of corporate governance</i> <i>Chap.15 The governance in the main countries</i></p> <p>Section four – Management of the firm <i>Chap.16 Direction, organisation and strategy: basic concepts for the management of the firm</i> <i>Chap.17 Strategic management in dynamic contexts</i> <i>Chap. 18 Strategic management of the firm development processes</i> <i>Chap. 19 Strategic management of technological innovation processes</i> <i>Chap. 20 Commercial management</i> <i>Chap. 21 Operations management</i> <i>Chap. 22 Financial management</i> <i>Chap. 23 Risk management and the protection of business resources</i> <i>Chap. 24 Management of the firm value and performances measurement</i></p>	
<p>BUSINESS MANAGEMENT (Economia e Gestione delle Imprese)</p>	8	<p>Prof. Claudio NIGRO (M-Z) claudio.nigro@unifg.it</p>	A	<p>Section one – Management of the firm as value creation (Text-book A) <i>Chap.1 The firm as value creation</i> <i>Chap. 2 Economic value creation</i> <i>Chap. 3 Strategic and managerial dimensions</i> <i>Chap. 4 Corporate responsibility</i></p>	Italian/English

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			<p>Case studies and exercises related to the topics listed above (Text-book B)</p> <p>Section two – Theories and Models of the firm (Text- book A)</p> <p>Chap. 5 Theories on internal organisation of the firm</p> <p>Chap. 6 Theories on relationships with the environment</p> <p>Chap. 7 Primary stakeholders</p> <p>Chap. 8 Secondary stakeholders and system management</p> <p>Chap. 9 The competitive advantage and the competitive dynamics</p> <p>Chap. 10 The competitive effects of non-competitive dynamics</p> <p>Case studies and exercises related to the topics listed above (Text-book B)</p> <p>Section three – Corporate Governance (Text-book A)</p> <p>Chap.11 Meaning and role of corporate governance</p> <p>Chap.12 Risks of managerial discretionary power</p> <p>Chap.13 The internal tools of corporate governance</p> <p>Chap.14 The external tools of corporate governance</p> <p>Chap.15 The governance in the main countries</p> <p>Case studies and exercises related to the topics listed above (Text-book B)</p> <p>Section four – Management of the firm (Text-book A)</p> <p>Chap.16 Direction, organisation and strategy: basic concepts for the management of the firm</p> <p>Chap.17 Strategic management in dynamic contexts</p> <p>Chap. 18 Strategic management of the firm development processes</p> <p>Chap. 19 Strategic management of technological innovation processes</p> <p>Chap. 20 Commercial management</p> <p>Chap. 21 Operations management</p> <p>Chap. 22 Financial management</p> <p>Chap. 23 Risk management and the protection of business resources</p> <p>Chap. 24 Management of the firm value and</p>	
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				<i>performances measurement</i> Case studies and exercises related to the topics listed above (Text-book B)	
COMMODITY SCIENCE (Merceologia)	8	Prof. Giuseppe NICOLETTI giuseppe.nicoletti@unifg.it	A	The role of energy in human life. A brief history of energy. How to measure the energy and its uses. The main concepts associated with energy resources and the laws of thermo-economics. The different types of energy sources. Fossil fuels (oil, natural gas, coal): Main product characteristics, resources and reserves (spatial and temporal availability), market, technology, environmental impacts. Renewable energy sources: solar, biomass, wind (technical features and product technology, market, environmental impacts). Fuel cells, hydrogen, fuels from biomass: technology, market, environmental impacts. Textbook: Appunti delle lezioni N. Armaroli, V. Balzani "Energy for a Sustainable World. From the Oil Age to a Sun-Powered Future", Wiley-VCH Verlag GmbH & Co. KGaA (2010)	N/A
COMMODITY SCIENCE (Merceologia)	8	Prof.ssa Caterina TRICASE caterina.tricase@unifg.it	A	N/A	N/A
TAX LAW (Diritto Tributario)	6	Prof. Mario CARDILLO mario.cardillo@unifg.it	S	N/A	N/A
MACROECONOMICS (Economia Politica 2)	8	N/A (A-L)	S	N/A	N/A
MACROECONOMICS (Economia Politica 2)	8	Prof. Giuseppe CELI (M-Z) gisueppe.celi@unifg.it	S	N/A	N/A
ECONOMICS OF FINANCIAL INTERMEDIARIES (Economia degli	8	Prof. Stefano DELL'ATTI (A-L) stefano.dellatti@unifg.it	S	N/A	N/A

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Intermediari Finanziari)					
ECONOMICS OF FINANCIAL INTERMEDIARIES (Economia degli Intermediari Finanziari)	8	Prof. Giampiero MACI (M-Z) giampiero.maci@unifg.it	S	<p><i>Module 1.</i></p> <p><i>A) Financial system</i> The first part of program supplies instruments to understand the functioning of financial system from the point of view of structure and functions. Particularly, the themes to analyze are: the main components of the financial system, the circuits for the transfer of resources, risk management, the financial structure of the economy, the training of financial balances.</p> <p><i>B) Regulation and supervision on financial system</i> The second part concerns regulation, Regulators and supervision on financial system. Particularly, the themes to deal with are: the principles of regulation of financial system, regulation procedures (legge bancaria del 1936, legge 1/1991, Testo Unico Bancario, decreto Eurosim, Testo Unico della Finanza); Regulators: Banca d'Italia, Consob, Isvap, Covip, Antitrust; instruments of supervision on financial system; the New Basel Capital Accord.</p> <p><i>Module 2.</i></p> <p><i>C) Credit intermediation and financial instruments</i> The third part analyzing: the activity of credit; raising of financial resources and technical forms; the equity issuance and equity; bank loans; the main policies of assets and liabilities management.</p> <p><i>D) Insurance and security intermediaries</i> The fourth part concerns the forms of insurance and security intermediation and financial instruments.</p> <p><i>E) Management dynamic of financial intermediaries</i> The last aspect to analyze the structure of balance sheet of various types of credit and financial intermediaries in order to understand the logic of management and detection and risk management.</p>	Italian/English
COMMERCIAL LAW (Diritto Commerciale)	10	Prof. LEOPOLDO SAMBUCCI (A-L)	S	N/A	N/A

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		leopoldo.locorato@unifg.it			
COMMERCIAL LAW (Diritto Commerciale)	10	Prof.ssa Claudia TEDESCHI (M-Z) claudia.tedeschi@unifg.it	S	N/A	N/A
BUSINESS ADMINISTRATION (Economia Aziendale)	8	Prof. Michele MILONE (A-L) michele.milone@unifg.it	A	N/A	N/A
BUSINESS ADMINISTRATION (Economia Aziendale)	8	Prof. Mauro ROMANO (M-Z) mauro.romano@unifg.it	A	N/A	N/A
CORPORATE FINANCE (Finanza Aziendale)	8	Prof. Pasquale DI BIASE pasquale.dibiase@unifg.it	A	<p>Financial analysis and planning: financial analysis tools; balance sheet reclassification and ratios; cash flows and financial statements; financial planning.</p> <p>Discounted cash flow and value: time value of money; opportunity cost of capital and the criterion of the net present value; IRR; return and value of stocks and bonds.</p> <p>Capital budgeting: assessing the opportunity of investments, construction of relevant cash flows in evaluating process, managing uncertainty in capital budgeting; Portfolio Theory and the Capital Asset Pricing Model.</p> <p>Cost of capital and capital structure choices: the relationship between financial structure and cost of capital; financing choices analysis; the estimated cost of equity; weighted average cost of capital and company valuation; dividend policy; interaction between investment decisions and capital structure.</p> <p>Risk management: risk profiles; financial derivatives; options, futures and swaps.</p>	Italian/English
(Economia e Politica dello Sviluppo Rurale)	7	Prof. Francesco CONTO' francesco.conto@unifg.it	S	N/A	N/A
3rd YEAR					

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FINANCIAL REPORTING II: BALANCE SHEET ANALYSIS AND COST ACCOUNTING (Metodologie e Determinazioni Quantitative d'azienda 2: Analisi di Bilancio e Contabilità dei Costi)	8	Prof.ssa Elisabetta MAFROLLA elisabetta.mafrolla@unifg.it	A	N/A	N/A
PLANNING & CONTROL (Programmazione e controllo)	8	Prof.ssa Elisabetta MAFROLLA elisabetta.mafrolla@unifg.it	A	N/A	N/A
MANAGEMENT AND ACCOUNTANCY OF BUSINESS COMBINATIONS AND INTER-FIRMS COOPERATIONS (Economia dei Gruppi, delle Concentrazioni e delle Cooperazioni Aziendali)	8	Prof. Christian FAVINO christian.favino@unifg.it	S	Module I (4 credits) Cooperative strategies and business combinations: economic issues <i>Firm development strategies. Definition of a business group. Main characteristics and group structures. Types of groups and their classification. Business enterprises relationship. Perspectives on cooperative strategies and strategic alliances. Internal and external factors for strategic alliances and business combination. Economic performance and value creation. Corporate governance.</i> Module II (4 credits) Consolidated financial statement <i>The nature and purpose of group accounting. Group accounting premises: objectives, policies procedures and rules. Group accounting theories. Regulatory framework. Consolidated financial statement. Consolidated balance sheet and profit and loss account: consolidation adjustments, inter-company transaction.</i>	Italian/English
AUDITING	8	Prof. Gian Matteo CIAMPAGLIA	A	During the course will be:	N/A

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<p>(Revisione Aziendale)</p>		<p>gianmatteo.ciampaglia@unifg.it</p>	<ul style="list-style-type: none"> o Defined auditing, described the nature of audits, contrast the various types of audits, and explained why auditing is demanded by society. o Described some generally accepted auditing standards; discuss the responsibility of the auditor to detect errors, fraud, and illegal acts, and describe the key elements of the auditor's standard report. o Explained the nature of ethics and the concept of independence. o Discussed the auditors' legal liability. o Explained the relationship between evidence and audit risk and identify and explain the components of audit risk. Described the types of evidential matter. o Explained an auditor's responsibilities in planning an audit. Described how an audit is affected by the assessment of materiality and audit risk. Identify the objectives of audit programs and the major steps in the audit process. o Contrasted the characteristics of a computer information system with a manual system. Explained how auditors obtain an understanding of internal control in a computer environment, and how auditors may test controls in this environment. Distinguished between general control, application control, and user control activities. Described the nature of audit software programs, and the ways they are used by auditors. o Explained the types of procedures necessary to complete the audit; the auditors' responsibilities for loss contingencies, and subsequent events; and the steps involved in evaluating audit findings. 	
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<p>PUBLIC MANAGEMENT AND ACCOUNTING (Economia delle Aziende e delle Amministrazioni Pubbliche)</p>	8	<p>Prof. Piervito BIANCHI piervito.bianchi@unifg.it</p>	A	<p><i>First part</i> Public Administration and accounting Definition of Public Administration. Public governance. Decisional process, organizational models and specific management issues. New Public Management. Accounting system of public administrations. Cash and Accrual accounting. The "Testo Unico degli Enti Locali". Accounting reports for planning and controlling in the public administrations. Cases and concrete applications. <i>Second part</i> Planning and controlling of the public administration Planning and controlling system in the public administrations. The managerial control. The bureaucratic control. Planning and controlling system in the public administrations. Management performance valuation. The strategic control. Cases and concrete applications.</p>	Only italian
<p>CORPORATE STRATEGY (Strategie e Politiche Aziendali)</p>	8	<p>Prof. Antonio CORVINO antonio.corvino@unifg.it</p>	A	<p><i>This teaching deepens managerial tools and support systems for formulation and implementation of a business strategy in different contexts. The most relevant theoretical models coming from international literature streams will be considered, in order to develop a managerial approach in tackling main topics related to the corporate strategy. The main contents pertain:</i></p> <ul style="list-style-type: none"> - <i>the corporate strategic tools between theoretical models and practice frameworks</i> - <i>the competitive strategies, strategic management and value creation</i> - <i>the strategic analysis in complex conditions and implications on economics.</i> 	Italian/English
<p>ECONOMIA E POLITICA DELLO SVILUPPO RURALE</p>		<p>Prof. Francesco CONTO' francesco.conto@unifg.it</p>	S	N/A	N/A
<p>ECONOMICS OF MARKET AND</p>	8	<p>Prof. Cesare POZZI cesare.pozzi@unifg.it</p>	A	N/A	N/A

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INDUSTRIAL POLICY (Economia del Mercato e Politica Industriale)					
DATA ANALYSIS (Analisi dei Dati)	8	Prof.ssa Alessia SPADA alessia.spada@unifg.it	S	N/A	N/A
ENERGY RESOURCES ECONOMICS AND TECHNOLOGIES (Economia e Tecnologia delle Risorse Energetiche)	9	Prof. Giuseppe NICOLETTI giuseppe.nicoletti@unifg.it	S	Human activities and the environment. Air pollution, water pollution. Sustainability indicators. Water: distribution on the planet and resources can be used; water purification; wastewater treatment; desalination. Water footprint: meaning and calculation. Energy for water - water for the production of energy. Carbon footprint: meaning and calculation. Food: the factors necessary for the production of foods (water, energy, land); the causes of land degradation; food wastes and the socio-economic and environmental impacts; strategies to limit the creation of food wastes. <i>Textbooks:</i> <ul style="list-style-type: none"> • Appunti delle lezioni • Lester R. Brown, Full Planet, Empty Plates: The New Geopolitics of Food Scarcity. Earth Policy Institute, 2012. 	N/A
PRINCIPLES OF MARKETING (Principi di Marketing)	8	Prof. Enrica IANNUZZI enrica.iannuzzi@unifg.it	A	<i>The new marketing concept</i> <ul style="list-style-type: none"> – Marketing orientation concept – The globalization and its effects on marketing <i>The analysis of customer behaviour</i> <ul style="list-style-type: none"> – The analysis of customer needs – The customer purchasing behaviour <i>Strategic marketing</i> <ul style="list-style-type: none"> – Segmentation – Market attractiveness – The analysis of enterprise competitiveness – Targeting and positioning <i>Operational Marketing</i> <ul style="list-style-type: none"> – Launch strategies for new products – Brand management 	N/A

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				<ul style="list-style-type: none"> - <i>Distribution decisions</i> - <i>The process for price decisions</i> - <i>Marketing communications</i> <p>Textbooks: Lambin Jean Jacques, <i>Market-driven management</i>, 6[^] Edizione, McGraw-Hill 2012 Philip Kotler, Gary Armstrong, <i>Principi di marketing</i>, 13[^]Edizione, Pearson, 2009</p>	
MANAGEMENT (Management)	8	Prof. Giuseppe CALABRESE giuseppe.calabrese@unifg.it	A	<p>Part 1 – Organization Chapter 1 - Organizations and organizations theory Chapter 2 - Strategy, Organization Design and Effectiveness Chapter 3 - Fundamentals of Organization Structure Chapter 4 - The External Environment Chapter 10 - Organizational Culture and Ethical Values Chapter 11 - Innovation and Change Chapter 12 - Decision-Making Processes Chapter 13 - Conflict, Power and Politics</p> <p>Part 2 – Financial Management Chapter 1 – An Overview of Financial Management Chapter 2 – Time Value of Money Chapter 4 – Analysis of Financial Statements Chapter 10 – The Cost of Capital Chapter 11 – The Basics of Capital Budgeting</p> <p>Textbook: Part 1: DAFT R.L., <i>Organization Theory and Design</i>, 10th Edition (or later), Chapters: 1, 2, 3, 4, 10, 11, 12, 13. Part 2: BRIGHAM E.F., HOUSTON J.F., <i>Fundamentals of Financial Management</i>, 11th Edition (or later), Chapters: 1, 2, 4, 10, 11.</p>	N/A
PROFESSIONAL ACCOUNTING (Ragioneria)	8	Prof. Marco TALIENTO marco.taliento@unifg.it	A	The programme of the course of Professional Accounting consists of two closely interconnected modules as below.	Italian/English

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<p>Professionale)</p>			<p>Module I. Accounting for M&A and other extraordinary operations Acquisition of firms: aim and operation's description; inherent civil and fiscal law; economic valuation and accounting aspects. Contribution of capital: aim and operation's description; civil and fiscal law; economic valuation and accountancy ex art. 2343 of Italian Civil Code; possible contribution of goodwill and other intangible. Lease of firm: aim and operation's description; relating civil and fiscal law; economic valuation and accountancy. Merger and Consolidation: aim and operations' description; relating civil and fiscal law; economic valuation and accounting profiles; exchange rates' estimation in merger and consolidation. Demerger: aim and operation's description; civil and fiscal law concerning demergers; economic valuation and accountancy; types of demerger and spin-off. Merger's vs demerger's accounting differences. Legal status' enterprise transformation: aim and operation's description; civil and fiscal law; economic valuation and accounting techniques. Liquidation: aim and operation's major aspects; civil and fiscal law; economic valuation and accountancy. Effects of company's winding up and powers of liquidator. Financial reporting standards. The impact of the recent Civil Code reform (Italian legal decree "D.Lgs." number 6/2003) upon contribution, merger and demerger, transformation, liquidation. International issues (accounting and financial reporting principles about extraordinary business operations). Module II. Valuation of firms: Principles, Estimates, Applications Valuation of firms: aim, tasks, objectives, subjects. Notion of</p>	
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				<p>economic value. Fair value. Equity approach to valuation. Entity approach to valuation. Comparatives' approach. Direct vs indirect methods. The major empirical market Multiples / Ratios (Price/Earnings, Price/Cash Flows, Price/Book Value, Enterprise Value/EBIT, etc.). Discounted Income and Cash Flow. Stock based methods. Economic Value Added (EVA). Specific Intangibles and Goodwill valuation. Impairment. Negative Goodwill. Going concern value. Capital Asset Pricing Model. Risk premium assessment. Dark side of valuation. Terminal Value. Gordon Growth Models. Relative Valuation Models. Strategic Value. Firm specific value. Vendor's and Buyer's special perspectives. High Tech Firms' potential. Contingent Claim Valuation Models. Real Option Models. Call and Put options. B&S and Binomial Models. Synergic value. Choosing the right specific model. Valuation of Banks, Publishing, Internet Companies and Groups. Measuring Goodwill: the excess profits method vs the residuum estimation approach.</p>	
<p>GEOGRAPHY OF ENTERPRISE (Geografia dell'Impresa)</p>	8	<p>Prof.ssa Margherita Ciervo margherita.ciervo@unifg.it</p>	S	<p>1. Theory. Basic geographical concepts – The economic cycles – Factors of localization and production, organizational structure and enterprise's behaviours during the following historical phases: Industrial revolution, Fordism-Taylorism, Post-Fordism, Globalization – Evolution of enterprise's spatial configurations – Evolution of the enterprise/environment/innovation relation – Corporation's strategic behaviour: a geographical interpretation – Interpretation of the modern enterprise in relational perspective: network economy; production local systems; innovation regional systems – The global enterprise – The transnational production networks – The flows' space – Critical perspective.</p> <p>2. Thematic studies. The water, the integrated urban water</p>	N/A

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				management and the privatization processes. The water management's corporations and the bottling companies.	
(Analisi dei dati)	9	Prof.ssa Alessia SPADA alessia.spada@unifg.it	S	N/A	N/A
BANKING MANAGEMENT (Tecnica Bancaria)	8	Prof. Giampiero MACI giampiero.maci@unifg.it	A	<i>Module 1.</i> <i>Institutional Bank Profile</i> History and evolution of the bank; theory of banking and financial activities, role and risk profiles of banks, monetary policy, central banks and interest rates; institutional and organizational models; banking regulation, supervision and compliance. <i>Module 2.</i> <i>Bank Management Profile</i> Bank deposits, capital management and capital requirements; loans, the supply of products and services, securities services, risk management, the financial reporting of banking.	Italian/English
COMMERCIAL LAW 2 (Diritto Commerciale 2)	8	Prof.ssa Annamaria DENTAMARO annamaria.dentamaro@unifg.it	A	<i>Historical evolution of the Italian Law of the securities market; Dematerialization; Solicitation of investments; Solicitation to disinvestment; Discipline of public companies; Controls on public companies.</i>	Italian/English/French
(Contratti bancari e tutela del consumatore)	9	Prof. Giacomo PORCELLI giacomo.porcelli@unifg.it	S	N/A	N/A
FINANCIAL ACCOUNTING AND REPORTING OF BANKS (Contabilità e Bilancio degli intermediari Finanziari)	8	Prof.ssa Anna Maria BISCOTTI annamaria.biscotti@unifg.it	S	Part I The structure of the financial system. The circuits brokerage. The banks and financial intermediaries. The existence of intermediaries and the specificity of the bank. The Control and Supervision Authorities. The Italian bank law on financial reporting: D.Lgs. 27 gennaio 1992, n. 87; D.Lgs. 24 febbraio 2005, n. 38. The "regulations" of Bank of Italy. The objectives of financial reporting and the accounting standards for preparation of that. The international accounting standards. The Bank of Italy Regulation n. 2005/262. The structure of Financial and Net Income Statements. The Cash Flow	N/A

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				Statement and The Statement of Changes in Equity. The Notes to the financial Statements. Part II The financial instruments under the IAS 32 and 39: definitions; recognition criteria; classifications; valuation criteria and derecognition criteria. Definition and methods to estimate the fair value of financial instruments. The effects of financial crisis both on the classification of financial instruments and estimations criteria of fair value. Trading and hedge derivatives: definitions and accounting for that. The loans and receivables: definition and classification. Accounting for loans: recognition and valuation criteria, the impairment. The Financial Statement Analysis. Reclassification criteria of financial statements. The analysis by ratios: profitability, productivity, solvency and financial solidity	
INTERNATIONAL MANAGEMENT (International Management)	8	Prof. Biagio MEROLA biagio.merola@unifg.it	A	N/A	N/A
THE INTERNATIONALIZATION OF BANKING BUSINESS (Internazionalizzazione dell'attività bancaria)	8	Prof.ssa Elisabetta D'APOLITO e.dapolito@unifg.it	A	<i>Module 1.</i> <i>A) International banking: theoretical foundations and multidimensionality</i> The initial part of the course program provides the basic tools to understand the processes of internationalization credit. In particular we analyze the following issues: the internationalization of banking, the definitional aspects and strategic in dealing with the multinational corporation, the different internationalization strategies of multinational bank, and critical factors in measuring the degree of internationalization of brokers and credit systems economy. <i>B) The international expansion of Italian banks operating elements</i> In the second part analyzes the following issues: Brief history on the internationalization of the Italian banking system,	Italian/English

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				<p>business areas concerned, the geographic areas policed; forms of entry in foreign countries, foreign subsidiaries, branches and representative offices to 'foreign, non-banking activity abroad, as major international expansion of Italian banks.</p> <p><i>Module 2.</i></p> <p><i>C) Banking services to support the process of internationalization</i></p> <p>The third part focuses on the following topics: organization and providing services offer international organization of 'foreign', pricing and credit ratings on international payment services, financing services, support services and advice; warranty services and risk hedging.</p> <p><i>D) Internationalization entering the Italian banking system</i></p> <p>The fourth part relates to: foreign banks in Italy, the legal requirements for credit institutions in foreign structure and operation of branches of foreign banks in Italy, the main cases of expansion of foreign banks in Italy.</p>	
(Finanza per l'internazionalizzazione)	8	N/A	S	N/A	N/A
ECONOMIC POLICY (Politica Economica)	8	Prof. Vincenzo VECCHIONE v.vecchione@unifg.it	S	N/A	N/A
ECONOMICS AND GLOBAL INDUSTRIAL DYNAMICS (Economia e Dinamica Industriale Globale)	9	Prof. Umberto MONARCA u.monarca@unifg.it	S	N/A	N/A