



POLITECNICO DI MILANO
GRADUATE SCHOOL OF BUSINESS

MAKE YOUR
OWN STORY
BE A LEADER
OF THE FUTURE

POLITECNICO DI MILANO SCHOOL OF MANAGEMENT





INDEX

MIP: Who We Are	4
MIP Shareholders	5
Politecnico di Milano	6
The School of Management	7
School of Management in numbers	8
Affiliations, Accreditations, Rankings	10
The Milan Advantage	12
World International Network	14
Doing Business in Italy @ MIP	16
The Career Development Center	19
The Alumni Community	22
Where we are: the Bovisa Campus	24
Training Programmes	25



MIP

POLITECNICO DI MILANO GRADUATE SCHOOL OF BUSINESS

MIP Politecnico di Milano has been recognised as a prestigious business school for over 30 years, attracting **graduates** interested in a managerial career in business or in public administration, together with **companies** wishing to enhance their organisation and strategies.

Founded in 1979 as a Consortium between the Politecnico di Milano and many Italian institutions and several leading public and private industrial groups - mostly large multinational corporations. - today MIP is a **non-for-profit Consortium Limited Company**. For this reason, MIP is able to **integrate distinctive academic know-how with practical professional experience** derived from the world of business and consultancy. By working directly with companies, we can truly understand and work within the real world, developing educational programmes and services in line with corporate needs.

MIP is part of **Politecnico di Milano School of Management**. The School combines academic research and undergraduate education carried out by the Department of Management, Economics and Industrial Engineering (DIG), with postgraduate and post-experience education developed at MIP. Every year, MIP delivers **over 25 Master programmes** - offering both open enrolment and in-company programmes, tailored to customers' explicit requirements.

Our **MBA** and **Executive MBA** are outstanding programmes, with

international accreditation and standing. In 2016, the Corporate Education Division held **more than 100 customized projects**.

The MIP Management Academy offer a catalogue of more than **200 short courses** for managers covering numerous topics. Subjects range across the entire educational spectrum, from general management to specific topics, including, amongst others, entrepreneurship, design driven innovation, sustainable supply chain management, marketing 2.0 and new media, ICT and digital transformation, project management and industry 4.0.

MIP devotes considerable effort to support **innovation and growth** of the global business system. It has built up an extensive network of international businesses, universities and institutions, developing training courses based on theory and practical experience, whilst at the same time managing and promoting innovation for internationally oriented companies.

For all the above purposes and activities, MIP relies on a **core faculty** body of about one hundred professors - mostly drawn from the Politecnico di Milano - and a staff of almost ninety non-teaching professionals who passionately co-design, promote and coordinate the various educational services

MIP SHAREHOLDERS



POLITECNICO DI MILANO



Politecnico di Milano is one of the most outstanding universities in the world, **ranked 17th in the world, 6th in Europe, and 1st in Italy** among technical universities, according to **QS World University Ranking - Engineering & Technology 2018**. Founded in 1863, it is the largest school of Architecture, Design and Engineering in Italy, with 2 main campuses located in Milan, heart of fashion and design industries, and 5 campuses based around the Lombardy region, one of the most industrialized areas of Europe. Many important scientists and architects studied and taught here; among them Achille Castiglioni, Gio Ponti, Renzo Piano and Aldo Rossi - both Pritzker Prize in 1990 and 1998 respectively - and Giulio Natta, who was awarded the Nobel Prize in Chemistry in 1963.

Politecnico di Milano is organized into 12 Departments, responsible for planning of

the research strategies, and 4 Schools, responsible for the organization of education, 2 of them covering the fields of Engineering, 1 focused on Architecture, Urban Planning and Construction Engineering, and 1 School devoted to Design.

Thanks to a strong **internationalization policy**, several **study programmes are taught entirely in English**, attracting an ever-increasing number of talented international students, now forming a diverse community from more than 100 countries. In the academic year 2017/2018, 28% of the students enrolled in Master of Science Programmes were international.

Inter and multidisciplinary approaches are fostered throughout the academic career, in particular at the PhD School and the ASP (Alta Scuola Politecnica), a school for young talents from all over the world, who develop their skills in a team work context to pursue complex innovation projects.

Teaching is closely related to research, a key commitment that enables to achieve results of high international standards, while creating connections with the business world.

Strategic research is carried out mainly in the fields of energy, transport, planning, management, design, mathematics and natural and applied sciences, ICT, built environment, cultural heritage, with more than 250 laboratories, including a Wind Tunnel (unique in the world for configuration and features), a Crash Test Centre, PoliFAB (the University's lab for micro and nano production) and PoliFactory, a laboratory where new design processes are developed.



THE SCHOOL OF MANAGEMENT

The School of Management delivers an **end-to-end portfolio of services in research, education and highlevel consultancy** within the field of management, economics, and industrial engineering.

The **mission** of the School of Management is to **create and share knowledge at the intersection between engineering, management and economics**, with the ultimate goal of educating responsible future leaders in both private and public sectors. We are continuously at the forefront of intellectual knowledge, and our research will always address new topics and trends, so that our community is able to follow the direction taken in reasoning and debate, and access information about the latest know-how and technologies.

We strongly believe that independent and intellectually free research is the key to our educational ability. We also believe that to accomplish this mission we need continuous contact and intensive exchange with the real world, primarily with companies and public bodies. Built into our mission, our current **vision** for the future can be described as follows: Politecnico di Milano School of Management aims at **consolidating its role as a national champion in research and education at all levels** with an end-to-end portfolio - including BSc, MSc, PhD, MBA and EMBA programmes, and executive and corporate education - alongside promoting and developing the School's international reputation.

Being part of the Politecnico di Milano influences our work on four levels. First, we focus strongly on **innovation, change** and the **strategic advantage of technologies** used in business; second, we transfer the attention for **scientific rationality** and **quantitative methods** typical of the engineering mindset to the area of management; third, we constantly pursue **interdisciplinarity in both research and education**, by making use of the wide array of technical expertise within the sixteen different schools belonging to Politecnico di Milano; and, fourth, we leverage being part of one of the regional engines of the economy in Europe: Milan and the Northern-Italy ecosystem.

SCHOOL OF MANAGEMENT IN NUMBERS



45

ADJUNCT
PROFESSORS



111

CORE FACULTY
MEMBERS



129

EXTENDED FACULTY
MEMBERS



30

DEGREE
PROGRAMMES



~40€ m

TOTAL BUDGET



131

NON-TEACHING STAFF



OVER

130

EXECUTIVE COURSES
AND SEMINARS



POLIT
MILANO
SCHOOL OF



OVER

4,900

STUDENTS ON DEGREE
PROGRAMMES



23%

INTERNATIONAL
STUDENTS



12,000 m²

IN THE BOVISA
CAMPUS



OVER

1,400

SCIENTIFIC CONTRIBUTIONS
IN THE LAST FIVE YEARS



FACULTY

Based on the need to **integrate knowledge and experience** available on the market, the School has entrusted its research and training programme to a faculty of full, associate and assistant professors at Politecnico di Milano, visiting professors from other universities, professionals from leading consultancy firms and managers from the industrial world.

The School of Management's faculty is a **key resource**, giving the School a competitive edge over other business schools both in Italy and abroad. MIP has been engaging an increasing number of foreign faculty members since 2002, when it introduced its first international MBA course.

The School of Management has a Core Faculty of more than 110 professors and attracts **visiting professors** from leading **international universities**. Their collaboration consists not only in teaching and lecturing, but also in designing and organising joint training programmes.



ADVISORY BOARD

In the last years the School set up an Advisory Board, composed of 7 members from 9 different countries. This Board is effectively a laboratory of ideas to identify new trends and challenges and encourage constructive dialogue, capitalising on the managerial experience of its members who hold or have held positions of responsibility in large companies or academic institutions from across the world.

Meetings are held annually to promote valuable and continuous exchange of knowledge, experience and knowhow, allowing the school to anticipate changes in the global competitive environment and address companies' demand for increasingly multi-disciplinary skills.

ACCREDITATIONS, RANKINGS AND MEMBERSHIPS

Throughout its history, MIP has always been known for the **quality and excellence of its programmes**, and over the years, it has developed lasting contacts with **leading national and international institutions** for **management training accreditation**.

The School is an institutional member of **EFMD** (*European Foundation for Management Development*).

MIP is a member of **ASFOR** (*the Italian Corporate Management Training Association*) and its MBA and Executive MBA programmes and Master in Management are accredited by the Association.

Our Executive MBA, in particular, was the first Italian EMBA to have been awarded this prestigious recognition in 2004 and, in 2008, became the only programme in



Executive Education Ranking 2018
European Business School Ranking 2017
(Masters in Management) Ranking 2017



PRME Principles for Responsible Management Education



Italy to have gained a second certificate of quality, following the accreditation of its e-learning platform.

Through its Executive MBA, MIP is a member of the **EMBA Council**, an association of the world's most important business schools, whose work and international network promote excellence and innovation in executive training programmes.

MIP is also member of **ACE - Alliance of Chinese and European Business Schools**. The Alliance was founded on 31 May, 2013 in Angers, France.

Twenty universities and colleges are the founding members of the alliance, which is under the patronage of EFMD. In the framework of ACE, the seven members (MIP, Beijing Jiaotong, PolyU, UCAS, SHUFE, SWUFE and XIAMEN University) effectively utilized the sino-euro resource and launched a brand new master programme - Master ACE.

MIP is certified **ISO 9001_2008 Sector EA:37** for its financed training projects (certificate n° IT03/0772). In order to ensure the increasingly efficient and transparent management of its operations, MIP has implemented an **Organisational and Management Model**, in accordance with Legislative Decree no. 231 of 8 June 2001 (*Model 231*).

In 2007, the **School of Management** first achieved the prestigious **EQUIS accreditation** (*European Quality Improvement System*) and joined the circle of around 140 leading business schools accredited by EFMD.

Since first joining the **Financial Times'** rankings of best **European Business Schools** in 2009, today the School is in the list with: Executive MBA, Full-Time MBA and Master of Science in Management Engineering.

In 2015, the Financial Times' **Executive Education Custom Rankings**, includes

the School in its rankings of the top **85 customised executive education programmes worldwide**.

These programmes are designed by business schools jointly with client companies for their managers and high potential employees.

In 2017 the School is included also in the **Executive Education Open Rankings**.

In 2013, the School has received accreditation from the **Association of MBAs (AMBA)** for achieving what AMBA describes as the highest standard in Postgraduate Business Education for EMBA and MBA programmes.

The School is member of **PRME** (*Principles for Responsible Management Education*), **Cladea** (*Latin American Council of Management Schools*) and **QTEM** (*Quantitative Techniques for Economics & Management Masters Network*).

From 2015, the School is a member of **AACSB International - The Association to Advance Collegiate Schools of Business**. AACSB International is a membership association of educational institutions, business, not-for-profit, and government organizations devoted to the advancement of higher education in business. Membership does not imply accreditation.

The School of Management is also included in the **QS World University Rankings** with its Global MBA programs. Moreover, in 2018, for the first time, the School is in the list also with the International Master in Business Analytics and Big Data, the Master in Financial Risk Management and the Master in Management.

In 2017, the School is the first Italian business school to receive endorsement from the **EOCCS** (*EFMD Online Course Certification*) for the quality of its digital learning courses taught within its Executive MBA programmes.

THE MILAN ADVANTAGE

A healthy helping of **business**, a pinch of **lifestyle**, a touch of **glamour** and a whole lot of **creativity**: it's the secret recipe that makes Milan a **truly unique city**.

A cradle of design, economics and fashion, **Milan is one of the most important cultural centres in Europe**, especially when it comes to **contemporary art**.

Today, Milan is also a serious contender for the title of extraordinary **driving force of development and innovation**.



4 EXCELLENT REASONS FOR DOING A STUDY TOUR IN MILAN

01. IT'S THE HOME OF THE BUSINESS WORLD

Milan is considered to be **among the world's most important financial hubs** and it's home to several market leader companies: a fertile web of opportunities in all business sectors and the ideal location to consolidate your experiential resources.



02. ART, CULTURE, DESIGN, MUSIC: WHAT ELSE?

Living in Milan means living inside a constant stream of **artistic and cultural stimuli**. *Teatro alla Scala*, *Palazzo Reale*, the national museum of the *Italian Risorgimento* or *La Triennale di Milano*, the Mecca of design and architecture in Italy, are just some of the cultural centres offering a series of unmissable **exhibitions all year round**.





03. NIGHT-LIFE: GETTING OUT AND ABOUT IN MILAN

The city caters for all preferences: from the high-class bars in the Brera district artists' quarter, to the vibrant Navigli area or the sophisticated locales on Corso Como in the heart of the city: having fun is part of the Milan's unique DNA.



04. A TOUCH OF GLAMOUR

Milan is Europe's fashion capital par excellence. Here, fashion is a veritable institution that extends from the catwalks directly to the street. Fashion is the byword: luxury, style and the very latest trends are key aspects of Milan's unique culture. It's the perfect opportunity to **max out on elegance** and perhaps indulge in some **quality shopping**.



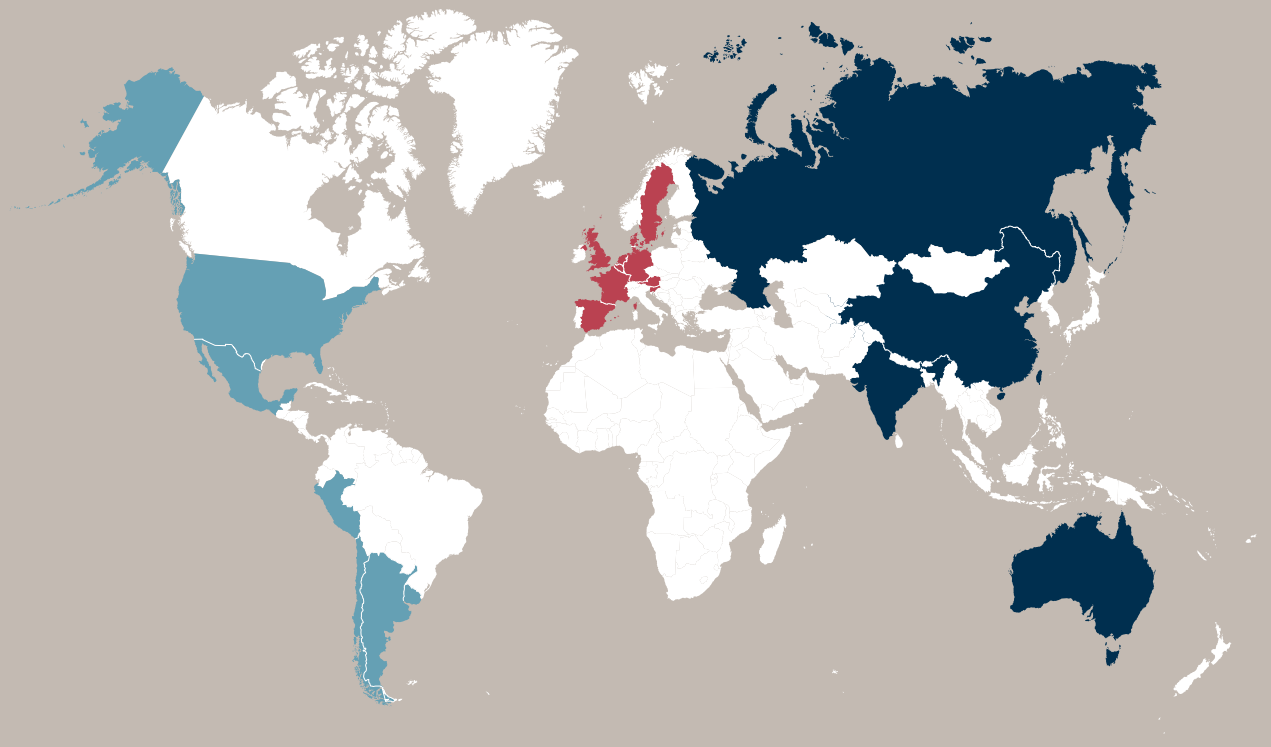
WORLD INTERNATIONAL NETWORK

Internationalization has always been a top priority of MIP.

This is reflected in its:

- **Master Programmes:** open training courses offered to people who wish to qualify and specialise, and thereby accelerate their career path in an international environment
- **Corporate Programmes:** the programmes are aimed at international companies that require training to be carried out in different languages, and at Italian small and medium enterprises who need support in their internationalization operations.

Our School has a **worldwide international network**.



NETWORK IN EUROPE

AUSTRIA

- > MCI - Management Center Innsbruck, *Innsbruck*

BELGIUM

- > SOLVAY Brussels School - Economics & Management, *Brussels*

DENMARK

- > CBS - Copenhagen Business School, *Copenhagen*

FRANCE

- > AUDENCIA Business School, *Nantes*
- > EMLyon Grande Ecole de Commerce et de Management, *Lyon*
- > ESSCA École de Management, *Angers*
- > IAE Aix-Marseille Graduate School of Management, *Aix-en-Provence*
- > NEOMA Business School, *Reims-Rouen-Paris*
- > Toulouse Business School, *Toulouse*

GERMANY

- > TUM Technische Universität München, *München*

NETHERLANDS

- > RSM Rotterdam School of Management, Erasmus University, *Rotterdam*

SPAIN

- > EADA Escuela de Alta Dirección y Administración, *Barcelona*
- > UPM Universidad Politécnica de Madrid, *Madrid*

SWEDEN

- > KTH - Royal Institute of Technology, *Stockholm*
- > School of Business, Economics and Law at University of Gothenburg, *Gothenburg*

SLOVENJA

- > Faculty of Economics, University of Ljubljana, *Ljubljana*

UK

- > Heriot-Watt University, *Edinburgh*
- > Strathclyde Business School, *Glasgow*
- > University of Brighton, *Brighton*

NETWORK IN ASIA, MIDDLE EAST AND OCEANIA

AUSTRALIA

- > Macquarie Graduate School of Management, *Sydney*

CHINA

- > Beijing JiaoTong University, *Beijing*
- > BUAA Beihang University, *Beijing*
- > Lingnan (University) College, Sun Yat-sen University
- > School of Management - University of Chinese Academy of Science, *Beijing*
- > Shanghai University of Finance and Economics, *Shanghai*
- > SWUFE South Western University of Finance & Economics, *Chengdu*
- > PolyU The Hong Kong Polytechnic University, *Hong Kong*
- > Tsinghua University Department of Industrial Engineering, *Beijing*
- > Tongji University - SEM, *Shanghai*
- > UESTC University of Electronic Science and Technology of China,
- > UIBE University of International Business & Economics, *Beijing*
- > Xiamen University, *Xiamen*

INDIA

- > IIM - Indian Institute of Management, *Noida*
- > SOIL - School of Inspired Leadership, *Gurgaon*
- > SP Jain School of Global Management, *Mumbai*

RUSSIA

- > Lomonosov Moscow State University, *Moscow*

NETWORK IN AMERICA

ARGENTINA

- > UCEMA - Universidad del Cema, *Buenos Aires*

CHILE

- > PUCV Pontificia Universidad Católica de Valparaíso, *Valparaíso*

MEXICO

- > IPADE - Business School, *Mexico City*

PERU

- > CENTRUM Católica Graduate Business School, *Lima*

URUGUAY

- > IIEEM Business School - Universidad de Montevideo, *Montevideo*

USA

- > MIT Center for Transportation and Logistics, *Cambridge*
- > Purdue University, *West Lafayette*

DOING BUSINESS IN ITALY @ MIP

COMBINING EXCELLENCE WITH EXPERIENCE

MIP designs customised international training programme for an **italian learning experience in Milan** for executives and students that combines the excellence of management training developed by MIP Politecnico di Milano and the **direct experience and insights of the Italian market and production system**.

The program is going to mix **traditional lecture** on various topics held in the classrooms and **speech of professional managers**, together with **visits to companies**, which absolutely will leave an indelible mark on all those who will have the opportunity to participate in the program.

STRUCTURE

Different formats in terms of length and format, in areas where MIP is **very strong**.

Each day is structured into **two sessions** of **three hours each**.

The sessions are organized into **modules** giving examples and providing real Italian and European case studies, so that trainees can understand the factors that distinguish these markets and make comparisons with their own reality.

Modules covering different topics can be combined or one subject can be studied in depth.

CONTENTS

Each topic is managed by a chosen group of MIP professors who will work on the programme customization.

Specifically, we deliver **training programmes focused on:**

- > Doing Business in Italy and Europe
- > Design, innovation and retail
- > Entrepreneurship and Family Businesses
- > Luxury Management
- > Global Supply Chain Management
- > Industry 4.0

MIP is able to complete its offer by including in its courses information on the legal aspects of running a business in Italy or Europe, or in association with companies based in Italy or Europe and on the positives of the added value of investing in Italy.

TOUCH AND GO: 3 DAYS

	DAY 1	DAY 2	DAY 3
MORNING	Doing Business in Italy and Europe Company visits	Introduction to luxury and fashion markets Company visits	Conclusion and closing ceremony
AFTERNOON	Company visits	Company visits	

A TASTE OF ITALY: 5 DAYS

	DAY 1	DAY 2	DAY 3	DAY 4	DAY 5
MORNING	Doing Business in Italy and Europe The luxury and fashion industry	Building the brand	Managing a portfolio of brands	Measuring brand success	Conclusion and closing ceremony
AFTERNOON	Company visits/city tour	Role playing	Company visits	Company visits	

DEEP DIVE: 10 DAYS

	DAY 1	DAY 2	DAY 3	DAY 4	DAY 5
MORNING	Doing Business in Italy and Europe	Global SCM	Luxury Brand Management	Design Driven Innovation	Company visits
AFTERNOON	City tour	Company visits	Company visits	Innovation gym	Feel and Love Italy

	DAY 6	DAY 7	DAY 8	DAY 9
MORNING	Entrepreneurial venture	Creation and development of entrepreneurial ventures	Entrepreneurial finance	Company visits
AFTERNOON	Lab visits	Company visits	Company visits	Conclusion and closing ceremony



COMPANY CONNECTIONS AND VISITS



This programme benefits from our international faculty's excellent links to industry, acquired during their research and consultancy work. Company visits aim at providing a direct view of the key experiences and success factors of important Italian companies, and take place with the support of their senior management.

Main industries covered in the programmes:

- > Automotive
- > Design
- > Fashion
- > Food/wine
- > Furniture
- > Mechanical

ADDITIONAL SERVICES ON DEMAND



MIP can offer the following services:

- > Health and accident insurance;
- > Logistics from/to: airport/hotel; hotel/MIP;
- > Coffee breaks and lunches at MIP;
- > Translation services.

MIP can also help in organizing:

- > Visits to the Politecnico di Milano laboratories;
- > Accommodation in 3 to 5 star hotels with Corporate rates for our customers;
- > City tours;
- > Personal shopping assistants.

VISITS TO POLITECNICO DI MILANO LABORATORIES



Politecnico di Milano organizes visits to its laboratories, including:

- > **Wind tunnel:** located at the Bovisa Campus; it provides the highest technological standards for a wide range of aeronautical testing applications;
- > **Dynamic testing:** our laboratories have extensive covered areas that can host large-sized experimental set-ups;
- > **Virtual Prototyping Lab:** this laboratory is equipped with ten highly sophisticated workstations running a number of professional software applications to develop virtual prototypes used in the functional analysis of products before they are manufactured;
- > Product Usability lab at the Faculty of Design.

THE CAREER DEVELOPMENT CENTER

The **Career Development Center** offers to MIP Master students services aimed at developing their career path and enhancing their professional network.

It is also a strategic partner of companies and organisations, both at national and international level, offering services of employer branding, talent acquisition and recruiting.

SERVICES FOR EMPLOYERS & PARTNERSHIPS

In a global context subject to continuous innovation and change, the success of companies and organisations depends on the ability of the employers to hire the right people at the right moment. Becoming partner of the Career Development Center means working together to develop the most effective recruitment strategy, by promoting your company and its career opportunities.

The employers of our network get in touch with national and international talents, with different levels of seniority, all sharing the same global mindset.

The Career Development Center offers services of **Talent Acquisition, Recruitment** and **Employer Branding** to both Italian and international leading companies and organisations.



Being partner of MIP Career Development Center means being supported in maximizing the effectiveness and efficiency of their Recruiting and Employer Branding processes. In particular:

- A free 360° consultative approach to meet all the needs of headhunting of your company
- The benefit of using a career service tool, to better manage the career services
- A consultant at disposal of your company, for: design and plan together an ad hoc collaboration path identify services and profiles more aligned with your needs of Recruitment, Employer
- Branding and Networking support the delivery of such services
- Priority and early access to all services
- A preemption for the participation in the Career Day / Meet @ MIP, becoming part of the panel of selected companies and ensuring the company a unique and “niche” opportunity to make Recruiting, Employer Branding and Networking
- Sponsorship of various programs, an excellent opportunity of co-branding and privileged access to the profiles of the Master

SERVICE FOR STUDENTS

MIP Career Development Center is one-of-a-kind and is dedicated to providing a highly personalized service to our Master students. Thanks to specific services of Career Management, Personal and Professional Development and Networking with Employers, students improve their professional profile.



CAREER MANAGEMENT

The Career Development Center supports students in setting their own professional goals, defining a career strategy and optimizing specific tools such as the CV and the cover letter. To offer our students the best support for enhancing their CV, MIP is partnering with **Vmock**, a smart Career Preparation Platform. To gather information about the job market trends, top employers at a global level, working permits and other career resources, students can benefit from the free access to MIP Global network of Career Websites. To discuss their professional goals and career strategy, students can schedule a one to one meeting with a Career Advisor.



CAREER WORKSHOPS & PROFESSIONAL DEVELOPMENT

The Career Development Center main objective is to support Master students in developing the necessary managerial skills and competencies to succeed in this complex and ever changing competitive job market. Right from the start of the program, the Career Development Team supports the candidates in increasing their brand and economic value, to enable them to pursue their managerial career at both national and international level.



NETWORKING WITH EMPLOYERS & CAREER OPPORTUNITIES

The Career Development Center collaborates with the main industry leaders of today's global marketplace, and our corporate connected team is at the center of those longstanding, mutually rewarding relationship. We work closely with top employers promoting partnership with them and organizing activities year round to bring our students the latest recruiting insights and market trends.

The Career Development Center offer to MIP Master students several opportunities of networking with MIP partners, such as:

- > **Career Days**
- > **Company presentations**
- > **Company visit**
- > **Round tables**
- > **Recruiting on campus events**
- > **Meet@MIP Executive Networking Events**





THE ALUMNI COMMUNITY

MIP has quite a long tradition in the management of relations with its alumni community, which counts over 8.000 people people to date.

Since MIP is part of Politecnico di Milano School of Management, its alumni community is composed by all graduates in management engineering and MIP masters programmes that nowadays counts more than 20,000 Alumni.

The aim of the School of Management Alumni Relations Office is to develop educational, professional, cultural and recreational initiatives of interest to its community members, and to promote interaction between all the alumni belonging to the network, both in Italy and abroad. More specifically, the objectives are:

- Support the personal and professional development of alumni;
- Facilitate networking and the sharing of experience among the members of the community;
- Confer visibility and create professional opportunities for alumni;
- Enhance the image of the school using the alumni as ambassadors around the world;
- Contribute to the development of the School of Management through a closer collaboration with its alumni community.



In line with these objectives, the main categories of initiatives managed by the Alumni Relations Office include:

- > **Evening Seminars**, in which emerging management trends or “hot” topics are analyzed through discussion and exchange of experience between alumni, faculty representatives and invited speakers (managers, experts, consultants, etc);
- > **Networking events**: Winter Conference, Summer Gala Dinner, Alumni reunions, themed evenings, etc.;
- > **Shared Interest Groups**: Consulting Club, Innovits Club and Supply Chain & Logistics Club active at the moment, while the Healthcare Innovation and HR will be created soon;
- > **Sports Clubs**: Sport always gives the opportunity to work in a team with a great sense of competitiveness and fun. Our students and graduates have created different clubs which organize tournaments, regattas, training and competitions among the best international universities and Business Schools, so as to encourage professional networking in a pleasant setting.

Most of these activities are run both in Italy and abroad, thanks to the international chapters that are active in the most important cities around the world (London, Shanghai, Beijing, Hong Kong, Dubai, Paris, Zurich, Lugano etc).

Moreover, since the School of Management alumni group is part of the larger Alumni Polimi Community, our alumni can also join the events and benefit from the services managed by AlumniPoliMI Association and devoted to the whole community.

WHERE WE ARE: THE BOVISA CAMPUS

MIP has been in the **Bovisa Campus** since September 2009. It occupies a building of over 3,800 square metres, with 25 study-cubicles providing a working area for up to 140 students and 11 lecture rooms with space for over 530 people.

The Bovisa Campus is a focal point of academic and cultural life and the hub of scientific research. It places under one roof many distinguished academics, prestigious facilities and renowned cultural events in the fields of technology and innovation belonging to Milan's international scene. The School of Management has gathered together within the campus all of its teaching, training and research operations, providing closer integration and interaction among students, professors and research fellows from MIP and Politecnico di Milano.

HOW TO REACH OUR CAMPUS:

FROM THE DUOMO

Take the red subway line M1 towards Rho Fiera-Bisceglie, get off at Cadorna and take the train to Milano Bovisa. Alternatively, take the red subway line M1 towards Sesto FS rail station, get off at Porta Venezia and take the train to Milano Bovisa.

Estimated journey time: 25 minutes.

FROM LINATE AIRPORT

Take bus no. 73 towards Piazza S. Babila, get off at S. Babila station, take the red subway line M1 towards Rho Fiera-Bisceglie, get off at Cadorna and take the train to Milano Bovisa.

Estimated journey time: 50 minutes.

FROM MALPENSA AIRPORT

Take the Malpensa Express train and get off at Milano Bovisa.

Estimated journey time: 30 minutes.





**POLITECNICO DI MILANO
GRADUATE SCHOOL OF BUSINESS**

TRAINING
PROGRAMMES

MBA & EXECUTIVE MBA

PURSUE AN INTERNATIONAL MBA OR AN EXECUTIVE MBA
AND INVEST IN YOURSELF AND YOUR PROFESSIONAL FUTURE.

Designed for mid-career and more senior executives, our **MBA and Executive MBA** programmes are tailored to suit different participants needs.

The programmes offered allow participants to immediately **put into practise new ideas, frameworks and tools**, through **teamwork** and **cross-cultural collaboration**, case-study methodology and challenging projects. Demanding, intensive but highly rewarding, the experience will prepare you to become a leader and provide you with a **broader vision** to respond to complex business issues in a more comprehensive perspective.

The **diversity** of students and faculty combined with the **international exchange opportunities** allow participants to also gain the **global business skills** and insights to operate successfully anywhere in the world.

INTERNATIONAL MBA FULL TIME

English
Work Exp: >3

INTERNATIONAL MBA PART TIME

Weekend English
Work Exp: >3

IMM GLOBAL EMBA

Residential modules
worldwide + digital
learning
English
Work Exp: >5

EXECUTIVE MBA PART TIME

Weekend Milan
Italian
Work Exp: >6

EXECUTIVE MBA EVENING

Evening Milan
Italian
Work Exp: >6

i-FLEX

Digital learning
English
Work Exp: >3

FLEX EMBA

Digital learning
Italian
Work Exp: >3



MBAs

Our MBA programmes are designed to suit candidates' individual needs, depending on where they are in their career.

The primary aim of the Master of Business Administration programmes is to equip participants with the strong competencies and skills that will accompany them throughout their entire career.

We apply an analytical approach to problem solving and provide the special mix of technical and management skills required to develop and lead world-class companies in a range of sectors, from operations and manufacturing to design and luxury management.

MBA programmes provide an **extensive mix of the technical and management skills** required to succeed in business today. Candidates acquire expertise in such areas as economics, finance, supply chains, marketing and innovation management, as well as practical training through workshops, project work and in-company consultation projects.

They also gain confidence in their skills by developing financial analyses, creating business plans and being fully integrated within a multicultural team.

The International Full Time MBA program is now offered in Official Partnership with over 20 highly innovative international and national companies offering key involvement through project works, company sponsorships and placement opportunities. The list of MBA Partner Companies includes Ariston Thermo Group, Banale, Barilla, Boston Consulting Group, Candy Hoover, ConTe, Costa Crociere, EF - Education First, Fire, Hilti, IBM, lastminute.com Group, Eli Lilly, Luxottica, Microsoft, Moleskine, Moncler, OTB, Ouvert, Sirti, Unicredit, Whirlpool and many more coming on board in the future.

MIP MBA students have the opportunity to undertake part of their graduate studies in two different campuses with the possibility of obtaining degrees from two institutions: they can participate in a Dual Degree programme with MIT Center for Transportation and Logistics (Boston) to earn a Master's degree in Supply Chain Management besides the MBA diploma.

MIP's Part-Time MBA programme is designed for professionals wishing to advance their career rapidly without taking time off work to attend a full-time course. The programme is delivered in **Weekend** format.

Our MBA degree is an internationally recognized qualification and listed in the Financial Times' European MBA Rankings. The MBA programme is also AMBA accredited.

EXECUTIVE MBAs

Executive MBAs are designed for senior and mid-career executives who wish to develop their career in management and grow professionally while continuing to work. The **Executive MBA** is a programme focused on **business management and innovation**, giving participants an excellent level of training while continuing to work.

Participants on this course can expand and integrate their skills and deepen their knowledge of the most advanced topics and emerging trends.

This course is intended for



People with a considerable working experience, who feel they need to improve their knowledge and managerial skills.



People who are strongly motivated to invest in themselves and improve their position within their companies.

EXECUTIVE MBA EXPERIENCE

MIP's Executive MBA provides a **global perspective** as well the **analytical skills, understanding, confidence** and **language** to **exert influence** at all levels in an organization. Demanding, intensive but highly rewarding, the experience will prepare participants to **become leaders** and offers them with a broader vision to respond to complex business issues in a more comprehensive manner. The programmes offered allow participants to immediately put into practice **new ideas, frameworks** and **tools**, through **teamwork** and **cross-cultural collaboration**, case-study methodology and **challenging projects**.

Specifically, we offer our EMBA in different versions:

- > **EMBA EVENING**, is aimed at people who work in and around Milan and wish to receive outstanding management training whilst not giving up their employment. The Programme's timetable has been planned to distribute the students' workload in the best possible way over the whole cycle. 20% of lessons of the new edition are available in streaming.
- > **EMBA PART TIME**, was conceived to make attendance easier for people living and working in and outside of Milan. The part time course consists of face-to-face lessons held once a month and are organized in weekends (Friday and Saturday) and long weekends (Thursday to Saturday). The new edition has been renovated with smart learning tools thanks to an innovative digital learning platform, developed by MIP on MICROSOFT technology, enabling students to access recorded video, multimedia material and Q&A sessions. 30% of lessons of the new edition are available in streaming.
- > **FLEX EMBA**, is the innovative Executive MBA dedicated to managers who want to combine study with work commitments, using one of the most advanced digital learning platform in the world developed with MICROSOFT technology. This innovative format, taught in Italian, gives the chance to all participants to decide where, when and how to follow lessons.
- > **i-FLEX International Flex EMBA**, on the wave of the success of our Italian Flex EMBA, its international version, held entirely in English, has been offered in partnership with WOBI, the World of Business Ideas, which allows our students to learn from an outstanding faculty including both MIP professors and the top thinkers & doers in the WOBI network.
- > **IMM GLOBAL EMBA**, developed in partnership with Purdue University in USA, is designed for highly talented executive professionals willing to further develop their managerial skills and acquire a global outlook. This program represents the world's most global executive MBA, involving 7 countries and 4 continents. Thanks to a consortium of five leading business schools, the students immerse themselves in the business culture of dynamic cities in the U.S., South America, Europe and Asia.

NEW EXECUTIVE MBA FORMAT IN DIGITAL LEARNING

THE FIRST AND ONLY ONE IN ITALY

The **Flex EMBA** and the **i-Flex** are the **innovative Executive MBA** of MIP Politecnico di Milano, which allow you to acquire the same competencies, to build the network of relationships and to achieve the same degree that you would with traditional formats of an Executive MBA. You also benefit from the **maximum flexibility and compatibility assured by the most modern digital technologies**.

Our Distance Learning MBAs allow students to **choose where** to take lessons, **how** to acquire content, **when** to attend the courses, and in doing so they are able to build a highly customized learning experience for themselves. **For the first time in Italy**, the **learning experience of an Executive course fits the work agenda and family commitments** of its students, and not the other way round.

All this through an innovative **digital learning platform developed by MIP thanks to MICROSOFT technology**, which allows you to study, learn and collaborate using the **same tools that are used daily in the office and at home**. A breakthrough in the field of distance learning technologies, which leads the learning experience in the digital environment in which each student lives and works, with a simplicity and immediacy of use.

The platform provides access to pre-recorded video content, allowing participants to actively participate to live lessons - including Q&A sessions and workgroups chaired by professors - to interact with other students and work with them on projects and assignments, to access additional multimedia content and to interact with professors on a one-to-one basis.

All this from **anywhere, using any compatible digital technology**, including computers, laptops, tablets and smart TV.



MIP'S FLEX EMBA IN THE TOP SIX MOST INNOVATIVE MBAS GLOBALLY

The **Flex EMBA** has been chosen as **one of the six most innovative MBAs world-wide** by a commission of experts from **AMBA**, the **international association** certifying high standards of quality in Masters in Business Administration. AMBA has accredited many leading business schools globally, including the School of Management of Politecnico di Milano. This resounding recognition was awarded in London on the 29th January 2016, during an annual event for the senior management of the most prestigious business schools in the world to celebrate their successes over the past year. In making their assessment about the Master's programme, the judges look in particular at a series of aspects, such as the innovative features of the programme and the methods in which it is delivered. The criteria of evaluation include how the School interacts with its student body through new channels, first and foremost digital technology, results that are both totally new and out of the ordinary, and aspects of creativity and success. On the wave of the success of our Italian Flex EMBA (with five editions since October 2014), the first edition of our **i-Flex EMBA** has started in October 2016 as a Smart Learning format programme held entirely in English. Presented for the first time at the World Business Forum of Madrid in 2015, the programme is designed for managers who wish to balance their work and family commitments with a high-profile training course that involves many countries on a global scale.

SPECIALISING MASTERS

MIP offers master programmes focused on a **specific topic** (Specialising Masters) which aim is to **provide the students with high professional qualification in specialised fields of management** where the key to success comes from leading technical knowledge and mature managerial awareness and skills.

All Specialising Masters feature a **solid base of knowledge on the fundamentals of general management**. Building on this, each Master focuses on a specific field, industry or management area and provides up-to-date, in-depth know-how and competencies in that area, through an appropriate mix of experiential learning, field experience, industry visits and insights, project work practice and traditional class training.

JUNIOR SPECIALISING MASTERS (FULL TIME)		EXECUTIVE SPECIALISING MASTERS (PART TIME)	
Specialising Masters	Italian	Master in Financial Risk Management	Executive Master in Project Management
	Italian	Master in Energy Management	Executive Master in Maintenance and Industrial Asset Management
Specialising Masters	International	International Master in Supply Chain and Procurement Management	Global Executive Master in Operations & Supply Chain Management
		International Master in Project Management	
		International Master in Industrial Management	
		International Master in Luxury Management	
		International Master in Multichannel Marketing Management	
		Master in Global Luxury Goods and Services Management	
		Advanced Master in Innovation and Entrepreneurship	
		Master in Performing Arts Management	
		International Master in Business Analytics and Big Data	

MIP offers Specialising Masters in **innovative and challenging areas for business** where Politecnico di Milano has a strong reputation in terms of research and knowledge development.

In particular, MIP's Specialising Masters offer the unique opportunity to draw from both the established experience in management education of the Business School and the leading technical and scientific knowledge of other Schools of Politecnico di Milano or partner Universities, such as Audencia Business School (F), EADA (E), Heriot-Watt University (UK), NEOMA Business School (F), Solvay Brussels School of Economics and Management (B), Technische Universität München (DE), Toulouse Business School (F), University of Strathclyde - Strathclyde Business School (UK), Universidad Politécnica de Madrid (E), S P Jain Global School of Management (IND), Beijing JiaoTong University (CN). For this reason, these programmes provide top-notch learning informed by the most recent research in the field.

MIP's offer of Specialising Masters is continually evolving over time in order to keep the pace with industry change and emerging challenges. All MIP Specialising Masters give University credits (ECTS) and last between one and two years of full-time or part-time courses.

COLLABORATIONS

The **Italian Specialising Masters** are taught in Italian and are delivered often in collaboration with other Schools of Politecnico di Milano or with other institutions and companies.

The **International Specialising Masters** are taught in English and are mostly delivered in partnership with leading Business Schools and Universities in Europe and Asia.

The programmes require participant to attend classes in each of the Business Schools/Universities involved and award multiple degree from each of them.



MIP MANAGEMENT ACADEMY



Innovation with tradition. **MIP Management Academy** is the product of this blend of innovation and tradition, an educational platform designed for people with extensive professional experience and demanding career, who, nevertheless feel the need to improve and acquire crucial skills in key management knowledge areas.

There are three reasons why our educational offer is particularly innovative:



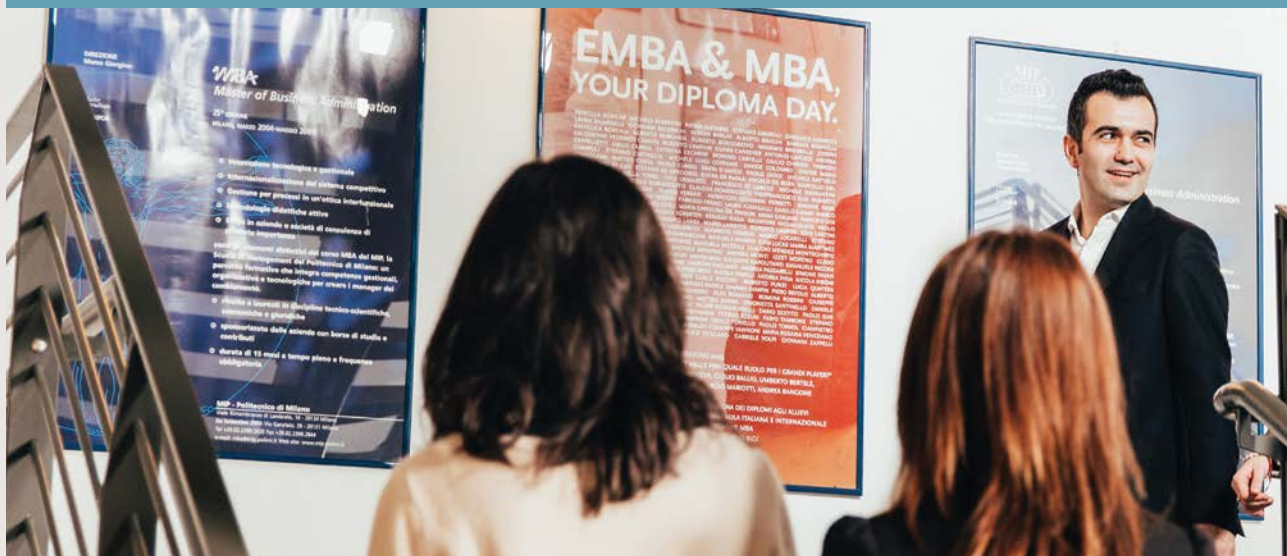
The flexibility participants have within their training path in selecting from over 110 two-day courses held each year;



Their level of commitment, since, within the MIP educational system, they can decide whether to take a two-day course on a single topic, or a pre-defined set of eight courses that offer a well-rounded approach to one of the many management specialisation areas, or even a true Master in Management, which combines subject specialisation with an overall and comprehensive vision of company management;



Our newly introduced Learning Management System, developed with Microsoft, participants can choose their preferred teaching method, accessing multi-media support material, and following the lessons, totally or in part, through digital means or streaming, making distance of no consequence and lessening any impact on their work commitments.





Through its Management Academy, MIP wishes to give professionals, entrepreneurs and managers the analytical, strategic and operational tools they need to compete successfully in the global market.

The multi-company formula of our courses means that professional people and managers working in different industries and sectors participate actively together in the same lecture rooms and groups, which promotes discussion between participants from different backgrounds and encourages the exchange of professional experiences and company best practice, stimulating critical inter-sectorial thinking.

The educational offer includes the following:



A Master in Management, a custom-made programme lasting about two years, offering a choice of Executive and Short Courses.



12 Executive Educational pathways, lasting about eight months, with once-a-month attendance.



MIP's brand new e-commerce platform, backed up by experienced staff, where candidates have rapid and immediate access to the wide range of MIP courses on offer.



The MIP Management Academy is modern and forward thinking, ready to take up the challenges of the future in Executive Education.



CORPORATE EDUCATION

YOUR PARTNER FOR THE ORGANIZATIONAL DEVELOPMENT

MIP Corporate Education works **closely with the Top Management**, providing focused services to support the company's organizational changes and reach its **strategic objectives**.

MIP Corporate Education designs and delivers an **end-to-end portfolio of services** to the companies, including education, research and consultancy.

The specific trait of this portfolio is the **integration** between the robustness of research carried out by Politecnico di

Milano, the up-to-date executive approaches emerging from the business community, the application of methodologies within different industries and competitive contexts.

MIP Corporate Education is the **natural partner** both for HR Training and Organizational Development Departments, and for Business Line Departments, such as Marketing, Finance, Operations, Research & Development.

The end-to-end portfolio of services

VAS

Value Added Services supporting clients in their transformational processes

CUSTOM PROJECTS

Usual projects including deep customization and benchmarking cases

MODULAR COURSES

Academy courses offered in-house with a min max of 8 25 people

MIP MANAGEMENT ACADEMY

Open catalogue Academy courses

MASTERS AND MBAs

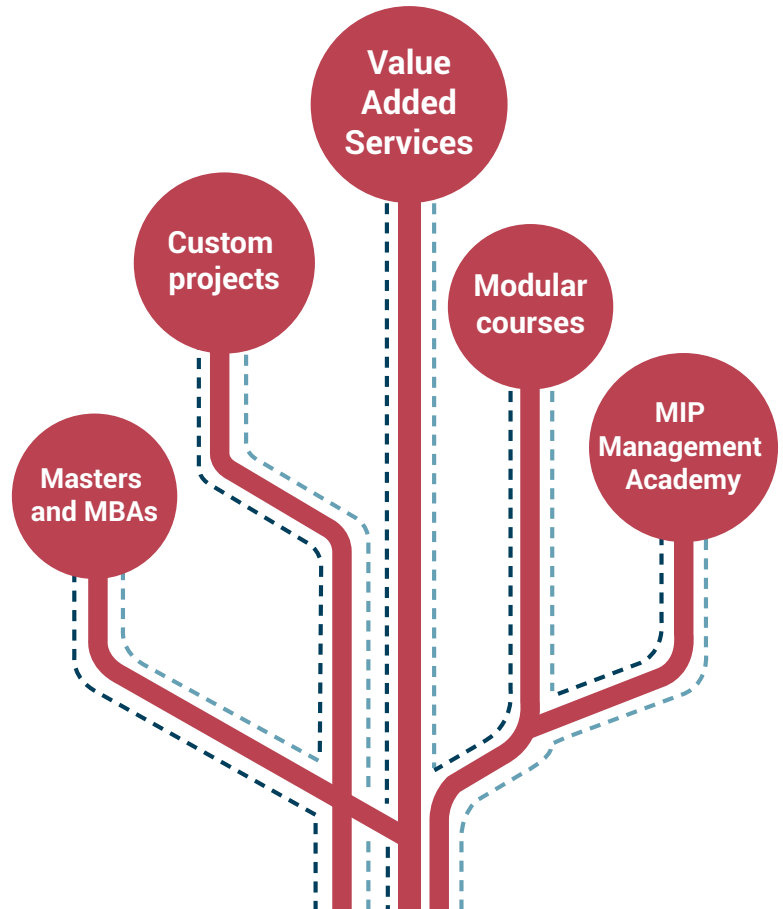
Open programmes participation and sponsorships

FUNDED PROJECTS

Public funding is a channel to fund corporate education bypassing client budget problems

DIGITAL LEARNING

Digital learning is a channel to offer training in a complete different setting bypassing population size, time, and travel constraints



KEY FACTS (AVERAGE PER YEAR)

100+

Corporate Customers

140+

Customized Projects

1300+

Training days delivered

6000+

People trained

10+

Corporate Academy Programmes

30+

Corporate Coaching Programmes

50+

Custom Spotlight Programmes

10+

Top Management Seminars

10+

Employer Branding
and Induction Programmes

20+

Digital & Smart Learning Programmes

DISCIPLINE AREAS

- > Accounting Control and Performance Management
- > Business Law
- > Corporate Strategy
- > Economics, Industrial Economics and International Economics
- > Finance
- > ICT Management
- > Innovation, Design & Project Management
- > Marketing & Communication
- > Operations & Quality Management
- > Organizational Theory and Design
- > Organizational Behaviour
- > Quantitative Methods
- > Supply Chain Management & Purchasing

AREAS OF EXCELLENCE

- > Biomarketing
- > Digital Innovation Academy
- > Distribution & Retail
- > Lean Excellence Centre
- > Luxury Management
- > MaDe In Lab - MAnagement of DEsign and INnovation LABoratory
- > Multichannel Marketing
- > Project Management Academy
- > Risk Management & Corporate Governance
- > Smart Manufacturing

CUSTOMIZED PROGRAMMES FORMATS AND DELIVERY

Educational formats are adapted to the specific needs of the project and, although different formats are often combined and are evolving continuously, some of the most representative and frequently delivered are outlined below.

CORPORATE ACADEMY



By carrying out an in-depth analysis of training requirements either at corporate level or for specific professional categories, we can identify various subgroups of the target audience and design training paths for each of these, in line with the personal and professional development plan of each individual. The main feature is that of creating a learning environment, in which the participants' process of development is defined by the training they receive and not simply by a series of courses chosen from a catalogue.

CORPORATE COACHING PROGRAMMES



Composed by **didactic modules** and several typologies of **coaching modules** (Individual Coaching, Project Work, Eye Opening Seminar, Enlightening Workshop, Design Driven Funnel, etc.) in order to facilitate the resolution of concrete and contextualized problems that each company faces, and to obtain **specific deliverables** that can be directly applied at the end of the programme.

TOP MANAGEMENT SEMINARS



Dedicated to senior management, their goal is to provide training on, or raise awareness of new sectors or market trends, thereby inspiring strategic thought.

CUSTOM SPOTLIGHT PROGRAMMES



Short or medium-term courses where the goal is to satisfy a specific need in terms of change, purpose, or content resulting from new business choice within the organisation.

EMPLOYER BRANDING AND INDUCTION PROGRAMMES



Training paths aimed at young graduates newly employed by a company in order to support them in understanding the company's business and organization, and its management processes, whilst directing them towards company values and culture.

DIGITAL & SMART LEARNING PROGRAMMES



New opportunity to integrate digital learning and traditional class programme by the innovative MIP Digital & Social Collaborative Platform based on Microsoft technology. MIP Corporate Education can develop digital contents and tools ad hoc, from clips to learning games, from forum to virtual collaboration classroom.

SUCCESS STORIES

PROJECT MANAGEMENT ACADEMY

Format: Corporate Academy

Company field: Shipbuilding

Target: Project Manager and Staff

Key Facts: 125 people, 5 classes, 12 training days per person

Results: This Project Management Academy is in its fifth edition and continues to deliver deep business impact. From this experience, a new profile of project manager emerged, focusing on the integration between technical skills and managerial skills.

BRAIN OLYMPICS

Format: Custom Spotlight Programmes

Company field: Banking

Target: Talents from different departments

Key Facts: 40 people, 1 kick-off, 4 training days, 3 business games and mind training, 5 skills challenge

Results: This Programme allowed the corporate customer to select and develop the company high potential & talents. Participants were tested through a training and action learning, games and competitions to test not only their knowledge and previous skills, but also, above all, their ability to improve and learn. The project created a high-level engagement and developed relationship opportunities between colleagues with different business experience, creating the cross-functional integration and teambuilding.

APP ACADEMY

Format: Employer Branding and Induction Programmes

Company field: ICT

Target: 30 newly graduated

Key Facts: 2 editions, 20 training days, 12 Project Works

Results: Both edition were consistently very highly rated by participants and by the top management. The App Academy allowed to reduce the gap between demand and offer of technical profiles and support them in understanding the company's business and its processes.

INNOVATIVE SOLUTIONS FOR FASHION RETAIL SERVICES

Format: Corporate Coaching

Company field: Fashion Luxury

Target: Project Manager and Staff

Key Facts: Executives and Middle Managers from different countries and departments

Results: This Design Driven Funnel methodology allowed to design a radical innovation of the meaning for the retail shopping experience in a fashion store. The integration between different cultural insights and business approaches sustained a new vision and its embodiment through a new technology platform, a detailed user experience, a new education programme for sales teams.

FUNDED PROJECTS

"**Funded Programmes@MIP**" is a service that MIP offers to its client companies to help them access funding for educational purposes. MIP's entire educational offering can be funded through inter-professional training funds and regional government financing.

A specialised team works with our client companies to help them find and request appropriate funding in line with their educational needs and their budget for the training they wish to deliver.

MIP, as partner for your company's financed training, means:

- > A single interlocutor for both training and relative financing
- > Staff specialised in all inter-professional funding and on different financing lines
- > Regular updates and training meetings on the latest financing options
- > Preparation of all administrative documentation throughout the various phases of the training plan's presentation, delivery and reporting
- > Preparation of the financing request: preparing the training plan, trade union agreements, coordinating and monitoring all the activities, managing communication with the financing body, preparing and drafting the reporting system, ensuring agreement with the auditor's work
- > Involvement in financed projects through System Alerts

KEY FACTS

(AVERAGE PER YEAR)

40⁺

PROJECTS DELIVERED

50⁺

CORPORATE CUSTOMERS

500⁺

PEOPLE TRAINED

4500⁺

TRAINING HOURS DELIVERED

400⁺

APPRENTICESHIP MASTER
HOURS DELIVERED

INSTITUTIONS AND PUBLIC ADMINISTRATION (I&PA)

MISSION

Our mission is to **disseminate a management culture throughout the whole public sector, with particular attention to educational institutions (universities, schools and public research centres)**, local administrations and agencies, cultural institutions. We provides **high quality teaching and experience** to junior and senior managers who have responsibilities in their institutions.

We also support developing projects in educational institutions, such as the adoption of the innovative management practices and evaluation systems. We promote networks and benchmarking exercises between institutions that participate to our initiatives, thereby encouraging the exchange of ideas and practices.

MASTER PROGRAMMES



SUM: Master in University and Research Management is the best known and the oldest programme (active since 2004) offered by our Area Public Administrations & Institutions. It is the only full (Executive) Master programme about Higher Education management in Italy. Since 2004, we ran six editions, and the Master has more than 300 alumni many of whom are now senior managers or even General Directors of various Italian universities and research centres.

MES: Master in School Management is devoted to (i) teachers, who aspire to become school. Principals and need to acquire adequate management competences, and to (ii) open-minded Principals who want to consolidate and update their managerial skills. We ran four editions, and now the master has more than 100 alumni.

MIT: Master in Management of Research, Innovation and Technology (formerly, Master in Open Innovation and Knowledge Transfer) targets people working in technology transfer offices at universities, research centres and industries/businesses. Since 2009, we ran four editions. The Master has more than 90 alumni.

EMMPF: The Executive Master in Public Management, in its 2nd edition (2016/17) aims at improving general managerial skills for local governments' administrative people (junior and senior managers) who wish to advance their career in their institutions, and/or improving the quality of their activities.

MPAM: Master in Performing Arts Management, organized in collaboration with the Accademia Teatro alla Scala of Milan, is designed to prepare global professionals who can bring a solid cultural and artistic background coupled with economic and managerial skills to the production of stage performances. We ran two editions. The master has more than 50 alumni.

MABIC: Master in Cultural Institution Management, in its first edition. It is aimed at improving management skills of administrative people, with a specific focus on the Digital Transformation.

MIDIS: Master in Management of Digital School Innovation; It is devoted to school managers and digital officers, interested in acquiring a global vision about the digitalisation of an entire school (both for administrative and teaching processes). This is the first edition of the programme.



CORE COMPETENCIES



The I&PA courses and formative activities build on competences that are core to our School of Management:

- > **General Management:** organisational strategy, accounting, management control systems, performance management, human resource management, internationalisation, communication and soft skills;
- > **Economics:** cost/benefit analysis, funding methods, assessing efficiency, evaluating the impact of resources on institutions' performance;
- > **Political science:** policy decisions, governance, analysis of the impact of reforms;
- > **Technology:** innovation management, technology processes.

These four main competences are enshrined within the Business School - MIP's multidisciplinary approach. Many highly-regarded managers and policy-makers in the public sector participate as teachers and mentors in our school programmes and activities.

RESEARCH



The I&PA's formative activity is strictly connected to the academic research carried out at the Department of Management, Economics and Industrial Engineering (DIG).

The DIG's research group, that works in the field of public sector performance management, is composed of 9 senior academics and 15 junior researchers. The high level of teaching is further enhanced by the use of interpretative models, conceptual frameworks and results from empirical analyses. The research group collaborates with several partner institutions and researchers, nationally and internationally.

OPEN PROGRAMMES



These programmes have different duration and focus specifically on a specific, single topic. They are divided in Short Programmes (2 to 4 days) and Executive Programmes (more than 4 days).

Short Programmes. Recent examples of such short courses include:

- > New accounting procedures for higher education institutions (HEIs);
- > Strategic *e-procurement* for HEIs;
- > Recruitment of international university faculty;
- > Assessing the schools' results, within the new framework of the evaluation carried out by the Ministry of Education.

COMMUNITY



In last 13 years of activity, I&PA has built an important network of relationships:

- > Over 600 alumni have attended a Master programme offered by I&PA;
- > 80 universities, 22 research centres and more than 100 schools participated in the school formative projects and activities;
- > The Ministry of Education regularly hosts short seminars, and Ministry's staff often attend both these seminars and Master programmes;
- > Overall, more than 6000 participants took part in events organised or promoted by the school in Milan and Rome.

CONSULTING AND ACTION - LEARNING



Work groups managed by the School support individual institutions (universities, research centres and schools, local bodies) in implementing innovative management practices. Recent examples of such activities include:

- > Action learning activities to support the implementation of new accrual accounting methods in universities (around 20 universities are participating to this project);
- > Co-ordination of a network of 38 universities working together to benchmark the costs of support services (Good Practices project);
- > Support and group work for a network of private primary and secondary schools in developing their self-evaluation process;
- > Support and group work for a network of public primary and secondary schools in reading and interpreting quantitative data about students' results for evaluating their activities;
- > Support the Ministry of Justice in developing core competencies in the field of strategic human resource management.



Page 10 of 10



Executive Education
Ranking 2018



European Business Schools
Ranking 2017



POLITECNICO DI MILANO
GRADUATE SCHOOL
OF BUSINESS



VIA LAMBRUSCHINI 4C, BUILDING 26/A, 20156 MILANO - ITALY | TEL. +39 02 2399 2820 - FAX +39 02 2399 2844
WWW.MIP.POLIMI.IT - SEGRETERIA@MIP.POLIMI.IT