



SINGOLI MODULI DEL MASTER IN

ENGLISH FOR INTERNATIONAL BUSINESS AND GLOBAL AFFAIRS

N.	Denominazione insegnamento	SSD	CFU	Ore totali di didattica frontale	Costo
1	Speaking skills for business and global affairs	L-LIN/12	3	12	€ 150
2	Protocol and etiquette: principles, rules and practical applications	L-LIN/12	3	12	€ 150
3	The professional public speaker	L-LIN/12	3	12	€ 150
4	Writing skills in today's world of work	L-LIN/12	3	12	€ 150
5	English for global legal studies	IUS/21	3	12	€ 150
6	Governance and conflict	L-LIN/12	3	12	€ 150
7	The institutional framework of the European Union and the use of EU official languages	IUS/14	3	12	€ 150

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8	Global competition and business: the evolution of markets and industries	SECS-P/08	3	12	€ 150
9	Market disruption and client centricity	L-LIN/12	3	12	€ 150
10	Web and social media marketing	SECS-P/08	3	12	€ 150
11	Electronic commerce and information technologies	INF/01	3	12	€ 150
12	Global dimensions in the supply chains: fair trade and logistics networks	SECS-P/08	3	12	€ 150
13	Corporate reporting and performance analysis	SECS-P/07	3	12	€ 150
14	Economics and art markets	SECS-P/01	3	12	€ 150
15	The business of the wine industries	L-LIN/12	3	12	€ 150
16	Translating and interpreting business discourse	L-LIN/12	3	12	€ 150
17	Intercultural Communication in the professional setting	L-LIN/12	3	12	€ 150

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18	Language in Economic Diplomacy	L-LIN/12	3	12	€ 150
19	English for international negotiations: the art of business crisis leadership	L-LIN/12	3	12	€ 150
20	Negotiation with the EU and the UN	L-LIN/12	2	8	€ 150
21	Simulation of an international business negotiation	L-LIN/12	1	4	€ 150
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BLOCCO 1: PROFESSIONAL COMMUNICATION SKILLS					
N.	Denominazione insegnamento	SSD	CFU	Ore totali di didattica frontale	Costo
1	Speaking skills for business and global affairs	L-LIN/12	3	12	€ 400
2	Protocol and etiquette: principles, rules and practical applications	L-LIN/12	3	12	
3	The professional public speaker	L-LIN/12	3	12	
4	Writing skills in today's world of work	L-LIN/12	3	12	

BLOCCO 2: LEGAL ENGLISH AND GLOBAL AFFAIRS

N.	Denominazione insegnamento	SSD	CFU	Ore totali di didattica frontale	Costo
1	English for global legal studies	IUS/21	3	12	€ 300
2	Governance and conflict	L-LIN/12	3	12	
3	The institutional framework of the European Union and the use of EU official languages	IUS/14	3	12	

BLOCCO 3: CHALLENGES OF GLOBAL MARKETS AND BUSINESSES

N.	Denominazione insegnamento	SSD	CFU	Ore totali di didattica frontale	Costo
1	Global competition and business: the evolution of markets and industries	SECS-P/08	3	12	€ 600
2	Market disruption and client centrality	L-LIN/12	3	12	
3	Web and social media marketing	SECS-P/08	3	12	
4	Electronic commerce and information technologies	INF/01	3	12	
5	Global dimensions in the supply chains: fair trade and logistics networks	SECS-P/08	3	12	
6	Corporate reporting and performance analysis	SECS-P/07	3	12	

BLOCCO 4: CHALLENGES OF WINE AND ART MARKETS

N.	Denominazione insegnamento	SSD	CFU	Ore totali di didattica frontale	Costo
7	Economics and art markets	SECS-P/01	3	12	200
8	The business of the wine industries	L-LIN/12	3	12	

BLOCCO 5: MEDIATION AND NEGOTIATION

N.	Denominazione insegnamento	SSD	CFU	Ore totali di didattica frontale	Costo
1	Translating and interpreting business discourse	L-LIN/12	3	12	€ 500
2	Intercultural Communication in the professional setting	L-LIN/12	3	12	
3	Language in Economic Diplomacy	L-LIN/12	3	12	
4	English for international negotiations: the art of business crisis leadership	L-LIN/12	3	12	
5	Negotiation with the EU and the UN	L-LIN/12	2	8	

N.B. il numero massimo di CFU a cui è possibile iscriversi per a.a. è 30