UNIVERSITÀ DEGLI STUDI DI TRIESTE

A.A. 2026-2027

FIRST LEVEL UNIVERSITY POST GRADUATE MASTER'S DEGREE IN

MBA IN INTERNATIONAL BUSINESS

5TH EDITION

At the University of Trieste, in accordance with Art. 3, Paragraph 9 of Ministerial Decree no. 270 of 22 October 2004, and pursuant to the Regulations governing First and Second Level University Master's programmes, advanced training courses, and continuing and recurrent higher education courses, the First Level University Master's programme in Insurance and Risk Management (MIRM)—hereinafter referred to as the "Master's programme"—is being launched for the 2026-2027 academic year.

The Master's programme is established upon the proposal of the Department of Economics, Business, Mathematics and Statistics (DEAMS) in collaboration with the MIB Trieste School of Management.

Further information is available at www.mib.edu/mba

LEARNING OBJECTIVES

The MBA in International Business aims to provide participants with theoretical and practical training in management, fostering the development of organizational and managerial skills applicable in both public and private sectors at an international level. The program is specifically designed to offer a broad understanding of key management issues while cultivating leadership profiles, soft skills, and personal and interpersonal competencies. It also provides a general grounding in economics from a business perspective. The MBA in International Business offers two specializations—International Business and Business Innovation—alongside a Leadership Dynamics track. Furthermore, the curriculum can be tailored to meet participants' specific educational needs and interests, thereby supporting their individual career goals; a range of elective courses is available for this purpose. The program employs a student-centered learning model featuring activities that encourage active participation, with theoretical concepts applied through case studies and field projects.

PROFESSIONAL PROFILE

Graduates of the MBA in International Business possess a multifaceted, multidisciplinary professional profile that reflects the demands and expectations of the job market. The Master's program aims to develop the managerial and leadership skills of young professionals and managers who have already gained significant work experience and are intent on pursuing rapid career advancement within public and private organizations. Thanks to close collaboration with the business community—and the proven track record of previous editions regarding career guidance and job placement—this MBA is a program capable of opening up attractive career prospects and employment opportunities for graduates across managerial, professional, and consulting roles.

DURATION AND ACADEMIC CREDITS (CFU)

The Master's program lasts one year and comprises:
- 594 hours of classroom instruction;
- 1,500 hours of total academic workload, including independent study and the preparation of the final thesis;
- 60 recognized CFU (academic credits);
- No internship or work placement is included.

QUALIFICATION AWARDED

Students who have attended the educational activities, completed the internship, and passed any interim assessments as well as the final examination will be awarded the qualification of First-Level University Master in MBA in International Business.

DURATION AND SCHEDULE

The course runs for one year, from September 2026 to October 2027. The Master's program will be conducted in a residential format at the MIB Trieste School of Management campus. Classes will generally take place throughout the work week (Monday to Friday) in sessions of varying duration (4 to 8 hours per day). However, students unable to attend classes in person will have the option to participate remotely and/or access audio and video recordings.

LANGUAGE AND TEACHING METHOD

Teaching activities are conducted in English and via a conventional (in-person) format.

ATTENDANCE

Attendance is mandatory for 70% of the scheduled teaching and internship hours. All teaching is delivered in person.

FINAL PROJECT

The final project consists of an individual written thesis prepared under the supervision of a Master's program faculty member. Participants must submit their proposed thesis topic to the Master's Program Board for approval. The thesis constitutes an integral part of the curriculum, representing a 4.5 ECTS credit module. It will be evaluated by the supervising faculty member and the committee before which it is presented. The final thesis grade will be awarded on a scale of 30.

The final Master's program grade will be determined by the Master's Program Board as a weighted average of the grades obtained in course examinations and the final thesis—with a potential bonus of up to 5 points—and will be expressed on a scale of 110.

ADMISSION REQUIREMENTS

To enroll in the MBA in International Business, candidates must hold a three-year bachelor's degree or an equivalent qualification (i.e., a degree of the same level obtained abroad). A master's degree is considered a preferential qualification.

In the case of foreign degrees that have not yet been officially declared equivalent to the corresponding Italian qualification, the Master's Program Board will assess their equivalence to an Italian degree solely for the purpose of admission to the program. Furthermore, solely to verify that candidates meet the admission requirements for the selection process, the Board may also assess the suitability of the candidate's academic and professional background.

To comply with the requirements set by national and international accreditation bodies for MBA programs (Asfor in Italy and AMBA internationally), a minimum of three years of post-graduate work experience is a mandatory admission requirement; this experience will be evaluated based on the submitted CV. Proficiency in English is also required. English language proficiency will be assessed according to the procedures established by the Master's Program Board.

APPLICATION FOR ADMISSION

* Please refer to Section 2 of the Consolidated Call for Applications for University Master's Programmes – Academic Year 2026/2027. Only applications accompanied by all required documentation will be considered.

SELECTION PROCESS

The selection process will take place regardless of the number of applicants.

The Master's program is open to participants from all over the world. MIB Trieste School of Management and the School's corporate sponsors will cover a portion of the program's general and direct costs. This ensures the financial sustainability of the Master's program and allows for the provision of significant opportunities for subsidized participation to the most deserving candidates.

Specifically, based on the funds made available by MIB Trieste School of Management, the Master's Board determines the number of subsidized admissions each year. These subsidized places are awarded by the Master's Board based on criteria such as academic background, prior professional experience, motivation demonstrated during the selection interview, and the candidates' countries of origin.

The number of non-subsidized admissions is determined by subtracting the number of subsidized admissions from the total number of admissions (within the established maximum limit). Candidates admitted under this category are required to pay the full participation fee, which is set annually by the Master's Board; for the 2026–27 academic year, this fee is €28,000.00 (VAT exempt).

Admission to the Master's program is therefore based on a two-part selection process:

1. Assessment of eligibility to participate in the Master's program, in accordance with the procedures and criteria set out below.

2. Assessment of whether the candidate meets the requirements for preferential admission (fee reductions/financial aid), based on the criteria defined below and those specifically established for the allocation of such benefits.

These assessments will be conducted by the Master's Program Board. Upon completion of the selection process, the Board will draw up a single ranked list (covering both admission and financial aid eligibility), which will be made public in accordance with legal requirements.

The assessments are based on an admission process comprising the following elements:

- Analysis of the candidate's academic and professional CV.
- Motivation letter.
- Two written tests in English: numerical reasoning and verbal reasoning.
- Motivational interview (which may be conducted remotely/online).

Applications will be evaluated on a scale of 0 to 10 points, broken down as follows:

- Type of academic studies and academic performance: 0 to 3 points.
- Post-graduate professional experience: 0 to 3 points.
- Alignment of the motivation letter and information gathered during the interview with the Master's program's educational objectives: 0 to 4 points.

The minimum score required to pass the admission process is 6 out of 10 points. Ranked lists will be drawn up based on this score for the purposes of both admission to the Master's program and eligibility for fee reductions. For the purpose of the qualifications assessment, the candidate must attach all necessary documentation—accompanied by the required forms (qualifications summary form) available on the Master's program website—to the online application for the competition.

CRITERIA FOR EVALUATING CANDIDATES IN THE EVENT OF A TIE

In the event of a tie in scores, priority in the ranking list will be assigned based on the order of application submission.

ELIGIBILITY OF STUDENTS NEARING GRADUATION

* Please refer to point 3 of the Consolidated Call for Applications for University Master's Programmes – Academic Year 2026/2027.

AVAILABLE PLACES

The Master's program accommodates a maximum of 40 participants.

The minimum number of participants required to launch the program is 15.

Subject to specific authorization by the Master's Board, auditors (i.e., individuals who do not meet the admission requirements and/or who will not complete the full training program) may be admitted up to the classroom's capacity, subject to safety-related access restrictions at MIB Trieste School of Management.

A maximum of three candidates who are UNITS employees may be admitted at a reduced enrollment rate.

PARTICIPATION FEE: MAXIMUM €28,000.00

- 1st installment: 30% of the fee deadline: by the enrollment deadline
- 2nd installment: 30% of the fee deadline: 26/01/2027
- 3rd installment: 40% of the fee deadline: 27/04/2027

A €16.00 stamp duty must be added to the all-inclusive fee; this will be billed together with the 1st installment.

ADMISSION FEE: €40.00

Non-refundable; payable via PagoPA by 01/10/2026 upon submission of the application for admission.
Failure to pay the fee results in exclusion from the selection process and any potential admission to the Master's program.

ADMINISTRATION

The Master's program administration is based at the Department of Economics, Business, Mathematics and Statistics (DEAMS); activities will take place at MIB Trieste School of Management – Largo Caduti di Nasiriya 1, 34142 Trieste (Italy).

The organizational management of the course is based at MIB Trieste School of Management – Largo Caduti di Nasiriya 1, 34142 Trieste (Italy).

The Master's Program Director is Prof. Guido Bortoluzzi: guido.bortoluzzi@deams.units.it ; 040 5583130.

INFORMATION

ADMINISTRATIVE INFORMATION (FEES AND CONTRIBUTIONS, ENROLLMENT AND REGISTRATION, CERTIFICATES, WITHDRAWAL FROM STUDIES, ENROLLMENT BEYOND THE STANDARD DURATION, UNIVERSITALY, ETC.)

Teaching Services Sector – Post-Graduate Office

Piazzale Europa, 1 - 34127 Trieste (Italy)

Certified Email (PEC) ateneo@pec.units.it

Email master@amm.units.it

Web www.units.it/master

Telephone helpline

Monday to Thursday, 12:00 PM – 1:00 PM 040/5583094

INFORMATION ON DEGREE DIPLOMA ISSUANCE

diplomilaurea@amm.units.it

Telephone service

Monday to Thursday, 12:00 PM – 1:00 PM

040/5582945

In-person services are available by appointment only.

Translation assisted by artificial intelligence

COURSES

ACADEMIC PROGRAMME STRUCTURE						
Denominazione attività didattica	**Settore Scientifico Disciplinare**	**CFU**	**N. ORE TOT.**	**N. ORE DIDATTICA FRONTALE**	**Tipo esame**	**Tipo valutazione**
BASICS						
Quantitative Methods	STAT-04/A	2	24	24	lezione	Esame scritto
Financial Mathematics	STAT-04/A	2	24	24	lezione	Esame scritto
FUNDAMENTALS						
Accounting	ECON-06/A	3	36	36	lezione	Esame scritto
Finance	ECON-09/A	3	36	36	lezione	Esame scritto
Strategic Management	ECON-07/A	3	36	36	lezione	Esame scritto
Organization and HR Management	ECON-08/A	3	36	36	lezione	Esame scritto
BUSINESS MANAGEMENT						
Operations and Supply Chain Management	ECON-07/A	2	24	24	lezione	Esame scritto
ESG investments, reporting and KPIs (in comune con MIRM)	ECON-09/B	2	24	24	lezione	Esame scritto
Applied Research Methods	ECON-07/A	2	24	24	lezione	Esame scritto

Corporate Finance	ECON-09/A	2	24	24	lezione	Esame scritto
Digital Transformation of the Organization - modulo b "ai in organizations" (in comune con mirm)	ECON-08/A	2	24	24	lezione	Esame scritto
Management Control	ECON-06/A	2	24	24	lezione	Esame scritto
INTERNATIONAL BUSINESS						
Global Marketing Management	ECON-07/A	3	36	36	lezione	Esame scritto
International Business Context	ECON-07/A	2	24	24	lezione	Esame scritto
International Business Operations	ECON-07/A	1,5	18	18	lezione	Esame scritto
Geopolitical Scenarios (in comune con MIRM)	GEOG-01/B	2	24	24	lezione	Esame scritto
BUSINESS INNOVATION (Only one course compulsory)						
New Product and Service Development (with project) (in comune con MIRM)	ECON-07/A	3	18	18	lezione	Esame scritto
Business Planning for New Ventures Start-up (with project)	ECON-07/A	3	18	18	lezione	Esame scritto
LEADERSHIP DYNAMICS TRACK						
Leadership Dynamics and Accountability	ECON-07/A	4,5	48	48	lezione	Esame scritto
CORSI ELECTIVE - (Minimum 12 credits)						
Doing Business in Central and Eastern Europe (Elective)*	ECON-07/A	1,5	18	18	lezione	Esame scritto
Business Planning for New Ventures Start-up (with project)	ECON-07/A	3	18	18	lezione	Esame scritto
Agile Strategy (Elective)*	ECON-07/A	1,5	18	18	lezione	Esame scritto
CREATIVITY AT WORK (Elective)* (in comune con MIRM)	ECON-08/A	1	12	12	lezione	Esame scritto
OPEN INNOVATION (Elective)* (in comune con MIRM)	ECON-07/A	1	12	12	lezione	Esame scritto
DEVELOPING A GLOBAL MINDSET (Elective)* (in comune con MIRM)	ECON-07/A	1	12	12	lezione	Esame scritto
CORPORATE ENTREPRENEURSHIP (Elective)* (in comune con MIRM)	ECON-07/A	1	12	12	lezione	Esame scritto
DIGITAL MARKETING (Elective)* (in comune con MIRM)	ECON-07/A	1,5	18	18	lezione	Esame scritto
STRATEGY AND MANAGEMENT CONSULTING (Elective)* (in comune con MIRM)	ECON-07/A	1,5	12	12	lezione	Esame scritto
DATA ANALYTICS FOR FINANCE AND INSURANCE (Elective)* (in comune con MIRM)	STAT-01/A	2	24	24	lezione	Esame scritto

FIRM VALUATION (Elective)* (in comune con MIRM)	ECON-09/A	1,5	18	18	lezione	Esame scritto
CRYPTO ECONOMICS (Elective)* (in comune con MIRM)	ECON-07/A	1,5	18	18	lezione	Esame scritto
GEOPOLITICAL SCENARIOS (Elective)* (in comune con MIRM)	GEOG-01/B	2	24	24	lezione	Esame scritto
ADVANCED TOPICS IN INSURANCE: REINSURANCE, HEALTH, WELFARE AND PENSIONS (in comune con MIRM)	STAT-04/A	2	24	24	lezione	Esame scritto
FINANCIAL DERIVATIVES (in comune con MIRM)	STAT-04/A	1,5	18	18	lezione	Esame scritto
MACHINE LEARNING FOR BUSINESS ANALYTICS (in comune con MIRM)	STAT-01/A	3	18	18	lezione	Esame scritto
NEW PRODUCT AND SERVICE DEVELOPMENT (in comune con MIRM)	ECON-07/A	3	18	18	lezione	Esame scritto
FINAL THESIS		**4**			**tesi finale scritta**	**voto finale in trentesimi**
Totale ore CFU complessivi		**60**	**594**			