Organizational Theory

Sociological foundations in the studies of modern bureaucracies. They encompass rich theoretical insights on organizations that vary from functionalism and structuralism to institutional theory and sensemaking.

Economic Principles

Basic theoretical tools of microeconomics for studying firms. Monopoly power, pricing, growth and differentiation, competitive dynamics and the structure of incentives. Labour economics and contract theories.

Quantitative Methods I


Quantitative Methods II


Research Methods

Discussion of key issues in conducting theoretically relevant empirical research. Development and construction of theories, tools and techniques associated with survey-based empirical Si and experimental research.

Qualitative Research Methods

In depth exploration of qualitative research approaches such as Grounded theory, case-based research, action research and the use of software N-Vivo.

Experimental Design

In order to deepen the knowledge in methodology, a specialized course in experimental design is offered to improve the skills needed to accomplish quality research.

Paper Crafting

The purpose is to expose students to the process involved in conducting research from the conceptual to the operational level of analysis, with a focus on crafting papers to be published in top journals of the field.

Ethics and Humanities

The course provides a student with an understanding of the fundamentals of research on business ethics, of the theory behind research on business ethics, its evolution over time and the current research on CSR.

Principles of Organizational Behaviour

Psychological theories of individual and group behaviour in organizations. Theoretical and empirical perspectives on motivation and leadership, cognition, decision making, social dynamics of organizational life.

Principles of Strategy


Principles of Operations

Operations strategy models in manufacturing & service, planning with uncertainty in manufacturing and services, demand, network formation, inventory and capacity.
models, network design, demand planning models.

Principles of Accounting
Conceptual and empirical principles in accounting research. Main streams of research, theories and analytical frameworks. Empirical challenges and exploration areas for aspiring researchers.

Principles of Marketing
This course is designed to provide the students with the necessary conceptual tools to understand and conduct their own original research in marketing (with a special focus on empirical research).

Seminar in Strategy
In this seminar we will discuss the main topics in strategic management research. The course does not cover the theoretical basis of the strategy field, but it applies them to the analysis of specific topics.

Seminar in Organizational Behaviour
The seminar concerns the study of individual level variables, such as emotions, cognition and leadership. It also includes the study of group and organizational level variables, such as diversity, culture and change.

Seminar in Operations
The aim is to improve the students’ understanding of Supply Chain Management, its research methods and trends. Topics include collaboration, governance, strategic use of inventory and information, network design.

Seminar in Accounting, Control and Organizational Change
The seminar offers an ample and detailed overview of critical theory approaches that examine accounting and management practices in organizations.

Seminar in Marketing
The goal of this course is to introduce students to cutting-edge research in Consumer Behavior and develop their theoretical and methodological skills for conducting it.

Electives
To ensure the development of relevant theoretical expertise and research excellence in their respective fields, students will be required to take elective courses in the major and minor areas of the concentration.

Research project
To obtain the official master in research students are required to develop a research project. It shall follow the standards for a peer review publication; literature review, hypotheses, methods and discussion.