



DEPARTMENT OF **ECONOMICS, ENGINEERING, SOCIETY AND ENTERPRISE**



**DEPARTMENT HANDBOOK**  
ACADEMIC YEAR 2019/2020



**UNIVERSITÀ**  
DEGLI STUDI DELLA  
**Tuscia**

**DEIM**

DEPARTMENT OF  
ECONOMICS, ENGINEERING,  
SOCIETY AND ENTERPRISE

## **Department handbook**

Academic year 2019 / 2020

**The courses**

**Second-level degree courses**

**Postgraduate study**



UNIVERSITÀ  
DEGLI STUDI DELLA  
**Tuscia**



# INDEX

Welcome from the Head of Department	4
<b>COURSES - ACADEMIC YEAR 2019/2020</b>	<b>8</b>
<b>Three-year degree courses</b>	9
Business Administration	9
Industrial engineering	18
Political science and international relations	23
<b>Second-level degree courses</b>	29
Accounting, Finance and Control	29
Marketing and Quality	35
Economics and communication for management and innovation	40
Circular Economy	44
Mechanical engineering	48
Political Science, International Security and Public Communications	51
<b>Postgraduate studies</b>	57
<b>USEFUL INFORMATION</b>	<b>62</b>
<b>ACADEMIC CALENDAR</b>	<b>65</b>
<b>OFFICES AND STUDENT SERVICES</b>	<b>66</b>
<b>DEPARTMENT</b>	<b>67</b>
Department personnel	67

# WELCOME



**Professor Stefano Ubertini**  
Head of Department

The Department offers three three year degree courses:

- **Business Economics** (classe L-18):
    - Viterbo campus:
      - Management curriculum;
      - Banking and Finance curriculum;
    - Business Economics and Legislation curriculum;
  - Civitavecchia campus:
    - Management curriculum;
    - Curriculum: Maritime and International Trade Economy.
  - **Industrial Engineering (L-09);**
  - **Political Science and International Relations (L-36):**
    - Political Science curriculum;
    - Investigations and Security curriculum.
- and six second level degree courses:
- **Administration, Finance and Control (LM-77);**
    - Administration and Control curriculum
    - Finance curriculum
    - Data Analytics
    - and Economic Analysis curriculum
  - **Marketing and Quality (LM-77);**
  - **Economics and communication for management and innovation (class LM-77)** shared degree course with Sapienza University of Rome
  - **Circular Economy (LM-76)**
    - Civitavecchia campus
      - Blue Economy curriculum
      - Green Economy curriculum
  - **Mechanical Engineering (LM-33);**
  - **Political, International Security and Public Communication Sciences (LM-62)\*.**

\* Interdepartmental course (DISTU - DEIM)

- Political Science and Public Communications
- Investigations and internal and international Security

The courses include two PhDs, the CRISIS First Level Master's Degree in Criminology and Forensic Science, Investigation and Security and an interdepartmental Master's Degree in Enogastronomy - Management, Enhancement and Promotion.

In recent years, the Department has invested in building a network of relationships with businesses and the job market. Students can therefore benefit from work placements, internships and project work. This is why most of our graduates find jobs relatively quickly.

The department offers degree courses in different facilities, each of which offers

several services. The economy courses are mainly held in the Department's headquarters, in Via del Paradiso, which boast six classrooms, two IT labs and a reading room where students can go through the textbooks of the DEIM courses. The area of the DEIM department where engineering courses and the first-year courses for the three year degree course in Business Administration is in Largo dell'Università, in the Riello Campus, and it has five classrooms, three didactic-scientific laboratories, an IT lab, many areas for students and an access to the technical-scientific library hub with 180 seats and over 32.000 volumes.

The Political Science courses are held in the university's headquarters (Santa Maria in Gradi), which offers well-equipped classrooms, IT labs and large student common areas. All the classrooms are equipped to allow multimedia lessons and all the areas and a good part of the Department's open areas offer Wi-Fi access and are connected to the university network. This allows free access to important databases, scientific journals and other electronic resources students need to study and learn. The courses are characterized by their highly qualified advanced research areas in both traditional and innovative sectors. They are coordinated by a team of dedicated academics, with the support of young researchers, research fellows and PhD students. Particular attention is paid to the continuous programme update, the coordination of expertise developed in various academic areas and the development of innovative teaching methodologies (case studies, group work, simulations).



The availability of highly qualified business experience leads to activities aimed at enhancing the development of competitive professional profiles.

The following pages provide a description of the degree programmes, the Department's teaching organisation and its facilities. The same information can be found on the Department's website ([www.deim.unitus.it/](http://www.deim.unitus.it/)), which is continuously updated.

Our goal is to give students a thorough grounding in the theoretical and practical aspects of business, and at the same time to enable them to study in a productive environment by providing them with the support they need in terms of assistance and services. This will enable students to face the challenges posed by today's world of work with the confidence and ability to put their training into practice.



**DEIM**

**COURSES**

ACADEMIC YEAR 2019/2020



# THREE-YEAR BACHELOR'S DEGREE COURSE (L-18)

# BUSINESS ADMINISTRATION

Degrees in Economics and Business Management



**President of the council  
of the courses related  
to the area of economics**

Professor Tiziana Laureti  
laureti@unitus.it

**Student office**

Via Santa Maria in Gradi, 4  
Viterbo

Tel. 0761 357798

Department of Economics,  
Engineering, Society  
and Enterprise

**Academic Office**

DEIM - Viterbo Campus

Via Del Paradiso, 47

Tel. 0761 357716

DEIM Business School,  
Civitavecchia

Piazza Verdi, 1

Tel. 0766 21600

*Educational goals*

The degree course provides students with a thorough grounding in the operating dynamics of companies through a rational balance of transversal competences (finance, business, law and maths-statistics). The logic of the course is to harmonise and integrate the different disciplines, in order to address various issues in an interdisciplinary way. We believe that this will provide students with the skills they need to manage difficult situations independently and enter the job market. Furthermore, graduates in Business Administration will be academically and pragmatically ready to continue their studies at a postgraduate level.

Starting from academic year 2016/2017, the Management curriculum that was available only in Viterbo will also be available at the Business School in Civitavecchia. 2018/2019, the Tourism Economics course in Civitavecchia has been replaced by the Maritime and International Trade Economy curriculum in order to meet the market's demand.

Responding to the job market's need is the reason why there are five degree courses. Three of them are in Viterbo and the remaining two are held at the Civitavecchia campus. These are all targeted to specific professional activities. The study plan includes English language studies and basic computer studies, workshops, work placements, internships, and other vocational activities in companies or institutions, and concludes with the preparation of a thesis. Graduates will therefore be able to understand and analyse a range of different economic and financial profiles in which companies work, because they possess specific technical-operational skills and a high level of interdisciplinary skills and practical experience. In sum, students can aspire to cover various roles of a mainly operational nature, with responsibility in many professional sectors.

For example, the course will prepare students for the managerial career prospects in the production and service industries, with auditing and consultancy businesses, financial institutions, private companies and public administrations.

A degree in Business Administration also allows graduates to access the state exams to enter the Register of Certified Public Accountants, Section B, in accordance with the access procedures of the said register.

In the academic year 2014/2015, an agreement was signed with the Order of Certified Public Accountants of Viterbo, thanks to which students have certain benefits regarding a traineeship and preparatory tests for the state exam in order to carry out the profession of Chartered Accountant. The agreement was also signed with the Order of Certified Public Accountants of Civitavecchia and Rieti in the academic year 2015/2016.

To access the agreement it is necessary to accrue university credits in specific areas during university, also by taking extra exams. For more information, visit the Department's Web page: [www.unitus.it/it/dipartimento/deim/mondo-del-lavoro-deim/articolo/abilitazione-alle-professioni-deim](http://www.unitus.it/it/dipartimento/deim/mondo-del-lavoro-deim/articolo/abilitazione-alle-professioni-deim).

The **Management curriculum** (Viterbo and Civitavecchia) provides students with high-level training that will enable him to deal with different issues within a company in a professional and informed manner. Graduates acquire expertise that will enable them to take on many different roles, for example, in the management of production and service industries, in public and private companies, as well as in a freelance capacity and as a business consultant.

The **Banking and Finance curriculum** (Viterbo) is aimed at professional training for the banking and financial mediation sectors, in banks and other financial and securities markets. As a graduate, the main professional opportunities with this profile are in the sector of financial services (banks, insurance and financial services), consultancy activities for retail and corporate clients, informing and monitoring bank customers regarding banking and financial processes and working in risk assessment operational roles in business, both in banking and in industrial and commercial companies.

The **Business Economics and Legislation curriculum** (Viterbo) is aimed at training professionals who are able to operate in an informed manner, either within companies, or in the capacity of freelance consultants, by providing solid basic information regarding the administrative, financial, and legal aspects of corporate proceedings, and by representing the business and communicating to third parties. The training offered by this curriculum enables students to apply for different jobs in freelance activities and business consultancy and in the development of a managerial career in businesses of different types and sizes, with a focus on the administrative and budgeting aspects.

The **Maritime and International Trade Economy curriculum** (Civitavecchia) aims at training students in both the basic disciplines of business administration, and in specific areas of the tourism and international trade sectors. Graduates will acquire competences allowing them to enter the job market and access a variety of career opportunities, both in company management and in self-employed jobs. Career opportunities include private and state-run transport and cruise companies, in particular in terms of planning, organisation and management of diverse services including stocking, inventory management and international trade.

## MANAGEMENT (Viterbo Campus)

EXAM	Professor	SSD	CFUs
<b>FIRST YEAR</b>			
<b>Political economy I</b>	Luca Correani	SECS-P/01	<b>8</b>
<b>Business Administration</b>	Alessandro Mechelli/Riccardo Cimini	SECS-P/07	<b>8</b>
<b>General mathematics</b>	Alvaro Marucci	SECS-S/06	<b>8</b>
<b>Private law</b>	Stefano D'Andrea	IUS/01	<b>8</b>
<b>Accounting</b>	Egidio Giuseppe Perrone	SECS-P/07	<b>8</b>
<b>Public law</b>	Alessandro Sterpa	IUS/09	<b>8</b>
<b>Free exam</b>			<b>8</b>
<b>Free exam</b>			<b>8</b>
<b>SECOND YEAR</b>			
<b>Quantitative determinations</b>	Giuseppe Ianniello	SECS-P/07	<b>8</b>
<b>Economy and company management</b>	Barbara Aquilani	SECS-P/08	<b>8</b>
<b>Political economy 2</b>	Giuseppe Garofalo	SECS-P/01	<b>8</b>
<b>Statistics</b>	Tiziana Laureti	SECS-S/03	<b>8</b>
<b>Financial mathematics</b>	Still to be assigned	SECS-S/06	<b>8</b>
<b>Commercial law</b>	Michele Salvatore Desario	IUS/04	<b>8</b>
<b>Other training activities</b>			
<b>English language</b>	Anna Romagnuolo		<b>8</b>
<b>IT and data processing</b>	Still to be assigned		<b>6</b>
<b>THIRD YEAR</b>			
<b>Programming and control</b>	Luigi Fici	SECS-P/07	<b>8</b>
<b>Statistical methods for financial analysis</b>	Luca Secondi	SECS-S/03	<b>8</b>
<b>Bank legislation</b>	Michele Salvatore Desario	IUS/04	<b>8</b>
<b>One exam chosen among the following:</b>			
<b>Economic policy</b>	Chiara Oldani	SECS-P/02	<b>8</b>
<b>European integration economy and policies</b>	Alessandro Sorrentino	AGR/01	
<b>Two exams chosen among the following:</b>			
<b>Raw materials and energy resources</b>	Rita Jirillo	SECS-P/13	<b>16</b>
<b>Social statistics</b>	Stefano Gorelli	SECS-S/05	
<b>Business organisation</b>	Alessio Maria Braccini	SECS-P/10	
<b>Technology, innovation and quality</b>	Alessandro Ruggieri/Cecilia Silvestri	SECS-P/13	
<b>Other training activities</b>			
<b>Practical activities</b> (workshops, project work, work experience)			<b>2</b>
<b>Final test</b>			<b>4</b>

## BANK AND FINANCE (Viterbo Campus)

EXAM	Professor	SSD	CFUs
<b>FIRST YEAR</b>			
<b>Political economy 1</b>	Luca Correani	SECS-P/01	<b>8</b>
<b>Business Administration</b>	Alessandro Mechelli/Riccardo Cimini	SECS-P/07	<b>8</b>
<b>General mathematics</b>	Alvaro Marucci	SECS-S/06	<b>8</b>
<b>Private law</b>	Stefano D'Andrea	IUS/01	<b>8</b>
<b>Accounting</b>	Egidio Perrone	SECS-P/07	<b>8</b>
<b>Public law</b>	Alessandro Sterpa	IUS/09	<b>8</b>
<b>Free exam</b>			<b>8</b>
<b>Free exam</b>			<b>8</b>
<b>SECOND YEAR</b>			
<b>Political economy 1</b>	Tiziana Laureti	SECS-S/03	<b>8</b>
<b>Business Administration</b>	Paola Nascenzi	SECS-P/09	<b>8</b>
<b>General mathematics</b>	Still to be assigned	SECS-S/06	<b>8</b>
<b>Private law</b>	Giuseppe Garofalo	SECS-P/01	<b>8</b>
<b>Accounting</b>	Michele Salvatore Desario	IUS/04	<b>8</b>
<b>Public law</b>	Giuseppe Galloppo	SECS-P/11	<b>8</b>
<b>Other training activities</b>			
<b>English language</b>	Anna Romagnuolo		<b>8</b>
<b>IT and data processing</b>	Still to be assigned		<b>6</b>
<b>THIRD YEAR</b>			
<b>Economic policy</b>	Chiara Oldani	SECS-P/02	<b>8</b>
<b>Mathematical methods for economy and finance</b>	Still to be assigned	SECS-S/06	<b>8</b>
<b>Economy of the financial markets</b>	Giuseppe Galloppo	SECS-P/11	<b>8</b>
<b>Economy of the securities markets</b>	Anna Maria D'arcangelis	SECS-P/11	<b>8</b>
<b>Bank legislation</b>	Michele Salvatore Desario	IUS/04	<b>8</b>
<b>One exam chosen among the following:</b>			
<b>Statistical methods for financial analysis</b>	Luca Secondi	SECS-S/03	<b>8</b>
<b>Statistics for business decisions</b>	Stefano Gorelli	SECS-S/03	<b>8</b>
<b>Other training activities</b>			
<b>Practical activities</b> (workshops, project work, work experience)			<b>2</b>
<b>Final test</b>			<b>4</b>

## BUSINESS ECONOMICS AND LEGISLATION (Viterbo Campus)

EXAM	Professor	SSD	CFUs
<b>FIRST YEAR</b>			
<b>Political economy 2</b>	Luca Correani	SECS-P/01	<b>8</b>
<b>Business Administration</b>	Alessandro Mechelli/Riccardo Cimini	SECS-P/07	<b>8</b>
<b>General mathematics</b>	Alvaro Marucci	SECS-S/06	<b>8</b>
<b>Private law</b>	Stefano D'Andrea	IUS/01	<b>8</b>
<b>Accounting</b>	Egidio Perrone	SECS-P/07	<b>8</b>
<b>Public law</b>	Alessandro Sterpa	IUS/09	<b>8</b>
<b>Free exam</b>			<b>8</b>
<b>Free exam</b>			<b>8</b>
<b>SECOND YEAR</b>			
<b>Quantitative determinations</b>	Giuseppe Ianniello	SECS-P/07	<b>8</b>
<b>Economy and company management</b>	Barbara Aquilani	SECS-P/08	<b>8</b>
<b>Political economy 2</b>	Giuseppe Garofalo	SECS-P/01	<b>8</b>
<b>Statistics</b>	Tiziana Laureti	SECS-S/03	<b>8</b>
<b>Financial mathematics</b>	Still to be assigned	SECS-S/06	<b>8</b>
<b>Commercial law</b>	Michele Salvatore Desario	IUS/04	<b>8</b>
<b>Other training activities</b>			
<b>English language</b>	Anna Romagnuolo		<b>8</b>
<b>IT and data processing</b>	Still to be assigned		<b>6</b>
<b>THIRD YEAR</b>			
<b>Tax law</b>	Still to be assigned	IUS/12	<b>8</b>
<b>Financial sciences</b>	Still to be assigned	SECS-P/03	<b>8</b>
<b>International law</b>	Still to be assigned	IUS/13	<b>8</b>
<b>Contract law</b>	Stefano D'Andrea	IUS/01	<b>8</b>
<b>Two exams chosen among the following:</b>			
<b>Analysis and cost accounting</b>	Maurizio Masi	SECS-P/07	<b>16</b>
<b>Corporate auditing</b>	Fabrizio Rossi	SECS-P/07	
<b>Economy of companies and of public administrations</b>	Alessandra Stefanoni	SECS-P/07	
<b>Production analysis and management</b>	Enrico Maria Mosconi	SECS-P/13	
<b>Business organisation</b>	Alessio Maria Braccini	SECS-P/10	
<b>Other training activities</b>			
<b>Practical activities</b> (workshops, project work, work experience)			<b>2</b>
<b>Final test</b>			<b>4</b>

## MANAGEMENT

(Civitavecchia campus)

EXAM	Professor	SSD	CFUs
<b>FIRST YEAR</b>			
<b>Political economy 1</b>	Still to be assigned	SECS-P/01	<b>8</b>
<b>Business Administration</b>	Riccardo Cimini	SECS-P/07	<b>8</b>
<b>General mathematics</b>	Still to be assigned	SECS-S/06	<b>8</b>
<b>Private law</b>	Still to be assigned	IUS/01	<b>8</b>
<b>Public law</b>	Nicola Viceconte	IUS/09	<b>8</b>
<b>Quality and environment management systems</b>	Still to be assigned	SECS-P/13	<b>8</b>
<b>Free exam</b>			<b>8</b>
<b>Free exam</b>			<b>8</b>
<b>SECOND YEAR</b>			
<b>Accounting</b>	Riccardo Cimini	SECS-P/07	<b>8</b>
<b>Political economy 2</b>	Still to be assigned	SECS-P/01	<b>8</b>
<b>Economy and company management</b>	Michela Piccarozzi	SECS-P/08	<b>8</b>
<b>Statistics</b>	Still to be assigned	SECS-S/03	<b>8</b>
<b>Financial mathematics</b>	Still to be assigned	SECS-S/06	<b>8</b>
<b>Commercial law</b>	Still to be assigned	IUS/04	<b>8</b>
<b>Other training activities</b>			
<b>English language</b>	Still to be assigned		<b>8</b>
<b>IT and data processing</b>	Still to be assigned		<b>6</b>
<b>THIRD YEAR</b>			
<b>Economic policy</b>	Luca Cacchiarelli/Barbara Pancino	SECS-P/02	<b>8</b>
<b>Quantitative determinations</b>	Alessandro Mechelli/Riccardo Cimini	SECS-P/07	<b>8</b>
<b>Financial analysis</b>	Alessandro Frasca	SECS-P/07	<b>8</b>
<b>Statistical methods for financial analysis</b>	Still to be assigned	SECS-S/03	<b>8</b>
<b>Bank legislation</b>	Still to be assigned	IUS/04	<b>8</b>
<b>Business organisation</b>	Still to be assigned	SECS-P/10	<b>8</b>
<b>Other training activities</b>			
<b>Practical activities</b> (workshops, project work, work experience)			<b>2</b>
<b>Final test</b>			<b>4</b>

## MARITIME AND INTERNATIONAL TRADE ECONOMY

(Civitavecchia campus)

ESAME	Docente	SSD	CFU
<b>FIRST YEAR</b>			
<b>Political economy 1</b>	Still to be assigned	SECS-P/01	<b>8</b>
<b>Business Administration</b>	Riccardo Cimini	SECS-P/07	<b>8</b>
<b>General mathematics</b>	Still to be assigned	SECS-S/06	<b>8</b>
<b>Private law</b>	Still to be assigned	IUS/01	<b>8</b>
<b>Public law</b>	Nicola Viceconte	IUS/09	<b>8</b>
<b>Quality and environment management systems</b>	Still to be assigned	SECS-P/13	<b>8</b>
<b>SECOND YEAR</b>			
<b>Accounting</b>	Riccardo Cimini	SECS-P/07	<b>8</b>
<b>Political economy 2</b>	Still to be assigned	SECS-P/01	<b>8</b>
<b>Economy and company management</b>	Michela Piccarozzi	SECS-P/08	<b>8</b>
<b>Statistics</b>	Still to be assigned	SECS-S/03	<b>8</b>
<b>Financial mathematics</b>	Still to be assigned	SECS-S/06	<b>8</b>
<b>Commercial law</b>	Still to be assigned	IUS/04	<b>8</b>
<b>Other training activities</b>			
<b>English language</b>	Still to be assigned		<b>8</b>
<b>IT and data processing</b>	Still to be assigned		<b>6</b>
<b>Free exam</b>			<b>8</b>
<b>Free exam</b>			<b>8</b>
<b>THIRD YEAR</b>			
<b>Economy of maritime companies</b>	Still to be assigned	SECS-P/07	<b>8</b>
<b>International economy</b>	Still to be assigned	SECS-P/01	<b>8</b>
<b>Statistical methods for financial analysis</b>	Still to be assigned	SECS-S/03	<b>8</b>
<b>Port and customs law</b>	Still to be assigned	IUS/04	<b>8</b>
<b>Two exams chosen among the following:</b>			
<b>Natural resources and environmental economy</b>	Giacomo Branca	AGR/01	<b>16</b>
<b>Merceology and product safety</b>	Still to be assigned	SECS-P/13	
<b>History and culture of international trade</b>	Still to be assigned	M-STO/04	
<b>Other training activities</b>			
<b>Practical activities</b> (workshops, project work, work experience)			<b>2</b>
<b>Final test</b>			<b>4</b>

**THREE-YEAR BACHELOR'S DEGREE COURSE (L-09)**

# INDUSTRIAL ENGINEERING

Degrees in Industrial Engineering



**President of the council  
of the courses related to the  
engineering degree courses**

Professor Giuseppe Calabrò  
giuseppe.calabro@unitus.it

**Course Coordinator**

Andrea Luigi Facci  
andrea.facci@unitus.it

**Student office**

Via Santa Maria in Gradi, 4  
Tel. 0761 357798

Department of Economics,  
Engineering, Society  
and Enterprise

**Academic Office**

DEIM  
Largo dell'Università  
Viterbo  
Tel. 0761 357169

The Industrial Engineering degree course provides solid basic technical knowledge that provides future engineers with the skills needed in order to produce, design, build and organize the tools required to operate in a professional environment.

After a first stage of basic education (mathematics, physics and chemistry), the aim of the course is to bring together the various disciplines and to integrate them, so that, as a graduate in Industrial Engineering, you will be competent to tackle various problems in an interdisciplinary way and able to manage them independently. In particular, the main learning activities of the degree course will provide graduates with competences in Mechanical, Energy, Security and Materials Engineering. Students will be able to choose supplementary or related subjects in order to focus on different areas through three groups of courses: economic-managerial, the environment and biosystems and industrial IT and big data.

The study plan includes English language studies and basic IT studies, workshops, work placements, internships, and other vocational activities in companies or institutions. Starting from this academic year, some characteristic learning and training activities will be carried out in English. At the end of the course, students will write and illustrate their written thesis. The teaching methods used are innovative, and include the following:

- teaching, learning and testing through lectures, tutorials, seminars with experts from specific national and international sectors; workshops and lab activities, from the first year of the course;
- guided study through mentoring activities, handouts and constant and continuous discussions with the academic staff, also by means of multimedia support;
- continuous assessment and follow-up, with homework and tests throughout the course;
- training and preparation for employment through internships in the networks of partner companies of the University of Tuscia, which, after 3 years of study, will confer a recognised qualification for the working world and for the continuation of studies.

The degree course in Industrial Engineering is organized and structured to provide students with the training they need to enter the job market after graduating from the three year degree course and after acquiring a sufficient amount of learning skills to undertake postgraduate studies, including a second level degree course in Mechanical Engineering offered by the Università della Toscana.

A student who obtains a degree in Industrial Engineering can apply basic scientific knowledge, methods and tools for modelling and calculating mechanical, electrotechnical and energy systems of average complexity. These skills can be used: to identify, formulate and solve problems of industrial engineering, in the verification and design of simple machines and mechanical components, in the analysis and solution of processing problems in industrial and technological production and manufacturing systems, in verification and preliminary design of energy systems, and in management of industrial projects of medium complexity with relative technical and economic analysis.

The achievement of these skills is acquired, not only thanks to the knowledge gained in lectures, but also through the examination of case studies and numerical and practical exercises in the lab or on the computer. Industrial Engineering graduates have the knowledge they need in order to carry out different tasks: the executive planning of products and processes, product development, the installation and testing of machines and systems, the upkeep and management of productive departments, the choice of technology and their integration, product and service innovation, investment analysis and the carrying out of security, management, promotion, sale and technical assistance activities. Thanks to this versatility, official data show that the marketability of a bachelor's degree in industrial engineering in the work market is among the highest for both employment rate and stability of the workplace. The acquired knowledge allows graduates to work in different sectors: mechanical and electromechanical industries, plants for the production of electricity, manufacturing and engineering

plants, public and private service firms, engineering companies, public and private organisations working in the mechanical and energy sectors, working as self-employed professionals in the planning and consultancy areas. The in-depth knowledge offered by supplementary or related courses allow industrial engineering graduates of University of Tuscia to find work even in the automation, industrial IT, marketing, industrial security and protection sectors and in the so-called “enabling technologies - Industry 4.0”. Our graduates are able to carry out a range of different roles in companies. They will be able to find work in small and medium sized companies, which abound in Italy, thanks to their adaptable, flexible and multi-disciplinary approach.

A degree in industrial engineering will also enable graduates to access the state exams to enrol with the State Register of Certified Engineers, in accordance with the procedures of said register, and to subsequently work in planning and design and/or carry out consultancy work as a freelance engineer.

## INDUSTRIAL ENGINEERING

EXAM	Professor	SSD	CFU
<b>FIRST YEAR</b>			
<b>Mathematical analysis I</b>	Process of appointment ongoing	MAT/07	<b>9</b>
<b>Chemistry fundamentals</b>	Stefano Borocci	CHIM/07	<b>9</b>
<b>Computer Science</b>	Module 1 Module 2	Simone Minucci Edmondo Giovannozzi	<b>9</b>
<b>English language</b>	Sonia Melchiorre	L-LIN/12	<b>3</b>
<b>Mathematical analysis II</b>	Carlo Cattani	MAT/07	<b>9</b>
<b>Physics I</b>	Ilaria Armentano	FIS/01	<b>9</b>
<b>Science and technologies of materials</b>	Ulderico Santamaria	ING-IND/22	<b>6</b>

ESAME		Docente	SSD	CFU
<b>SECOND YEAR</b>				
<b>Physics II</b>		Process of appointment ongoing	FIS/01	<b>9</b>
<b>Mechanics of solids</b>		Pierluigi Fanelli	ICAR/08	<b>6</b>
<b>Technical physics</b>	Module 1 Module 2	Mauro Scungio Marco Barbanera	ING-IND/10	<b>9</b>
<b>Machines fluid dynamics</b>	Module 1 Module 2	Process of appointment ongoing Andrea L. Facci	ICAR/01 ING-IND/08	<b>12</b>
<b>Machines project</b>	Module 1 Module 2	Maurizio Carlini Marco Marconi	ING-IND/09 ING-IND/15	<b>9</b>
<b>Electrotechnics</b>		Giuseppe Calabrò	ING-IND/31	<b>9</b>
<b>THIRD YEAR</b>				
<b>Mechanical and thermal measures</b>		Stefano Rossi	ING-IND/12	<b>9</b>
<b>Machinery construction fundamentals</b>		Pierluigi Fanelli	ING-IND/14	<b>9</b>
<b>Mechanical technologies</b>		Gianluca Rubino	ING-IND/16	<b>9</b>
<b>Machines and energy systems</b>	Module 1 Module 2	Stefano Ubertini Andrea L. Facci	ING-IND/08	<b>12</b>
<b>Mechanical plants</b>		Ilaria Baffo	ING-IND/17	<b>6</b>
<b>Related courses chosen by the student</b>				
<b>Microeconomy and macroeconomy</b>		Borrowed	SECS-P/01	<b>6</b>
<b>Industrial IT</b>		Process of appointment ongoing	ING-INF/05	<b>6</b>
<b>Job safety</b>		Andrea Colantoni	AGR/09	<b>6</b>
<b>Business economy</b>		Borrowed	SECS-P/07	<b>6</b>
<b>Marketing</b>		Borrowed	SECS-P/08	<b>6</b>
<b>Production and quality management</b>		Enrico M. Mosconi	SECS-P/13	<b>6</b>
<b>Automatic checks</b>	Module 1	Simone Minucci	ING-INF/04	<b>6</b>
<b>Automatic checks</b>	Module 2	Simone Minucci	ING-INF/04	<b>6</b>
<b>Agro-food and biotechnology industry engineering</b>		Marcello Fidaleo	AGR/15	<b>6</b>
<b>Renewable energies: processes and technologies</b>		Maurizio Carlini	AGR/09	<b>6</b>
<b>Further training activities</b>				
<b>Science of materials workshop</b>		Claudia Pelosi	ING-IND/22	<b>3</b>
<b>Biofuel workshop</b>		Process of appointment ongoing	ING-IND/09	<b>3</b>
<b>Further training activities</b>				<b>6</b>
<b>Final test</b>				<b>3</b>

**THREE-YEAR BACHELOR'S DEGREE COURSE (L-36)**

POLITICAL SCIENCE  
AND INTERNATIONAL  
RELATIONS

Degrees in Political Science and International Relations



**Course Director**

Professor Flaminia Sacca  
sacca@unitus.it

**Student Office**

Via Santa Maria in Gradi, 4  
Tel. 0761 357815  
Department of Economics,  
Engineering, Society  
and Enterprise

**Academic Office**

SPRI  
Via Santa Maria in Gradi, 4  
Viterbo  
Viterbo Campus  
Tel. 0761 357827 - 0761 357838

The curriculum this degree course aims at the acquisition of multidisciplinary skills by providing the historical and institutional, socio-political and economic-legal tools, which will enable students to interpret and manage national and international complex organizational systems. The course also focusses on a comparative methodology in a national, European and international perspective. This is aimed at combining the best of the knowledge and skills used by a vast majority of Italian institutions, the European Community and international institutions. The Degree in Political Science and International Relations aims to provide graduates with the skills they need to understand and control globalization and socio-economic transformation, with specific attention to the issue of security, which affects the majority of contemporary European and international public policies. In particular, it provides students with critical knowledge of the key disciplines required by national, European and international administrations, focusing on world economic relations and the programming and management tools to be employed in both public and private sectors.

A further area of specialisation is to do with the cultural and professional creation of decision-making and programming processes of EU institutions, both at a political and administrative, and an economic and monetary level.

Training operators who are expert in political and administrative management in international relations and therefore equipped with skills that qualify them to work in cooperation with others is becoming more and more important, and is being promoted by international organisations, such as the United Nations. Students who choose the Investigations and Safety curriculum will acquire specific skills related to investigative, political, administrative, economic, communicative and informative activities in the security sector. Knowledge and skills applicable in the defence sector are the particular aspects of the curricula reserved for the Italian Army (Organisational and Managerial Sciences) and Air Force NCO students (sciences and techniques of the air force jobs). Students will also

learn a European Union language and a minimum of one more foreign language. Specific training activities include external activities, such as apprenticeships and internships at public institutions and private companies, businesses and government at a local, national or international level.

The Degree in Political Science and International Relations offers the possibility to opt for the curriculum in Political Science or the curriculum for Investigations and Security.

### **Political Science Curriculum**

The degree course has an interdisciplinary approach, focussed on the development of programming capabilities and innovative operational strategies, by means of a thorough mastery of empirical research methodology (political, sociological, statistical and quantitative, etc.) sufficient for vocational integration in the public and private sectors. The employment and professional opportunities provided by the curriculum cover various areas, such as national and multinational businesses and private organizations, public administrations (ministries and local authorities), national public organizations, supranational and international, non-governmental organizations and voluntary organizations. The interdisciplinary character of the course also enables graduates to find employment in the area of communications (public relations management, journalism, publishing, organization of cultural events, etc.).

### **Investigations and Security Curriculum**

The study plan aims at providing graduates with the above-mentioned competences and career prospects as well as a thorough grounding in the methodological-operational knowledge aimed at managing and organising the modern investigative and security strategies (specific subjects include: criminal law and procedures, criminology, forensic ballistics, forensic medicine, forensic genetics, techniques and activities of court authorities, investigative and privacy law, sociology of public safety, strategic studies for security, and marketing). This curriculum provides a valuable

cultural and operational foundation for those who aspire to join the police or wish to participate in the national test for the role of Police Commissioner after obtaining the second level degree. Graduates will also be equipped with skills to undertake the profession of private investigator or business advisor (Agency owner - licensed by the Police Department).

The knowledge and competences acquired will also enable graduates to work with private organizations and companies that operate in the areas of investigation and security or which, for specific logistical and / or functional requirements, need the assistance of experts capable of processing, organizing and managing solutions designed to meet these needs (insurance companies, banks, airports, ports, and in any context where a security system to protect the public and the business is required).

For a Degree in SPRI to be conferred, you must acquire 180 CFU (university credits), by passing 6 exams in the core disciplines, 7 in course-related subjects and 7 from similar or integrative disciplines that make up and characterise the study plan. These are different for each individual curriculum for course-related and supplementary activities.

The educational model adopted ensures that the student is given assisted teaching throughout the curriculum, with access to specifically developed teaching materials and a repertoire of individual and / or group activities guided by a team of dedicated academic staff assigned to each curriculum.

There are 20 examinations of core and complementary subjects, alongside the final assessment. Furthermore, knowledge of one European Union language (choice of French or Spanish) in addition to English (mandatory) will be assessed. All of this will equip you to enter the world of work or will act as a basis for further study.

## POLITICAL SCIENCE

EXAM	Professor	SSD	CFUs
<b>FIRST YEAR</b>			
Foreign language - English	Anna Romagnuolo	L-LIN/12	8
Contemporary history	Still to be defined	M-STO/04	8
Public law	Alessandro Sterpa	IUS/09	8
General sociology	Still to be defined	SPS/07	8
Political economy	Giulio Guarini	SECS-P/01	8
Political science	Still to be defined	SPS/04	10
<b>SECOND YEAR</b>			
History of international relations	Sante Cruciani	SPS/06	10
International law	Still to be defined	IUS/13	8
Political economy and economic institutions	Barbara Pancino/ Alessandro Sorrentino	SECS-P/06	10
Economy of companies and of public administrations	Alessandra Stefanoni	SECS-P/07	8
History of Italy and of the European integration process	Maurizio Ridolfi	M-STO/04	8
European integration economy and policies	Alessandro Sorrentino	AGR/01	6
<b>Chosen between:</b>			
Language and translation - French language	Still to be defined	L-LIN/04	8
Language and translation - Spanish language	Still to be defined	L-LIN/07	
Further language knowledge (advanced English) id.	Still to be defined	L-LIN/12	4
<b>THIRD YEAR</b>			
Administrative law	Mario Savino	IUS/10	8
Sociology of political phenomena	Flaminia Saccà	SPS/11	8
Language planning and politics	Luca Lorenzetti / Still to be defined	L-LIN/01	8
European Union law	Still to be defined	IUS/14	8
<b>Chosen between:</b>			
Information systems management	Still to be defined	M-STO/08	8
Organisation of work and of trade union relationships	Still to be defined	SECS-P/10	
<b>Other training activities</b>			
Exam chosen by the student			18
For the knowledge of a minimum of one foreign language id.			2
Internships and training id.			2
Final test			6

## INVESTIGATIONS AND SECURITY

EXAM	Professor	SSD	CFUs
<b>FIRST YEAR</b>			
Foreign language - English	Anna Romagnuolo	L-LIN/12	8
Contemporary history	Still to be defined	M-STO/04	8
Public law	Alessandro Sterpa	IUS/09	8
Political economy	Giulio Guarini	SECS-P/01	8
Private law	Andrea Genovese	IUS/01	8
<b>Chosen between:</b>			
History of international relations	Sante Cruciani	SPS/06	10
History of Eastern Europe	Alessandro Boccolini	M-STO/02	
IT competence	Still to be defined	INF/01	4
<b>SECOND YEAR</b>			
Political science	Still to be defined	SPS/04	8
General sociology	Still to be defined	SPS/07	8
Criminal procedural law	Still to be defined	IUS/17	8
Commercial law	Salvatore Desario	IUS/04	8
Economy of companies and of public administrations	Alessandra Stefanoni	SECS-P/07	7
Quality certification	A. Ruggieri / C. Silvestri	SECS-P/13	8
Techniques and activities of court authorities	Still to be defined	IUS/16	4
Forensic ballistics	Still to be defined	IUS/16	4
<b>Chosen between:</b>			
Language and translation - French language	Still to be defined	L-LIN/04	8
Language and translation - Spanish language	Still to be defined	L-LIN/07	
<b>THIRD YEAR</b>			
Financial science and financial safety	Still to be defined	SECS-P/03	10
Sociology of social security and deviance	Still to be defined	SPS/11	8
Strategic studies for safety	Still to be defined	SPS/04	10
Investigative, private and defence law and privacy law	Still to be defined	IUS/01	8
Marketing	Sivio Franco	SECS-P/08	7
Legal medicine	Still to be defined	MED/43	4
Forensic genetics	Still to be defined	BIO/13	3
Criminology	Still to be defined	IUS/17	3
<b>Other training activities</b>			
For the knowledge of a minimum of one foreign language id.			2
Internships and training id.			2
Final test			6

## SECOND-LEVEL DEGREE COURSE (LM-77)

# ADMINISTRATION, FINANCE AND CONTROL

Degrees in Economics and Business



**President of the council of the courses related to the area of economics**

Professor Tiziana Laureti

**Course Coordinator**

Giuseppe Garofalo  
garofalo@unitus.it

**Student Office**

Via Santa Maria in Gradi, 4  
Viterbo  
Tel. 0761 357798

Department of Economics,  
Engineering, Society  
and Enterprise

**Academic Office**

DEIM - Viterbo Campus  
Via del Paradiso, 47  
Tel. 0761 357716

The second cycle degree course in Administration, Finance and Control gives students advanced knowledge in business, law, statistics and mathematics, and economy. This prepares them to face business issues from a global point of view. The degree course aims at educating professionals possessing an overall knowledge of the tools needed for consultancy activities, the control of business processes, the analysis of financial markets and the management of financial data. The degree course offers three curricula with a common core:

- *Administration and control* (for professionals in the business and professional services sector)
- *Finance* (for experts who are specialised in finance)
- *Data Analytics and Economic Analysis* (for experts in the financial and statistics sector)

The training programme includes: professional experiences such as internships and other activities in businesses, organisations of management consultancy firms, research organisations such as, for example, ENEA; control authorities such as Consob; an in-depth study of the English language. The course ends with the writing of a written dissertation showing that the student can master the theoretical and technical tools he has learnt about and that he can use them. The student will write his dissertation with the assistance of a professor.

Contacts with companies, banks, professional associations, regulatory authorities, other Italian and foreign universities, research organisations, and governmental authorities allow our students to acquire competences such as problem solving by combining their specialisation with a high versatility. These two elements are of paramount importance in such a fast-changing world.

Administration, Finance and Control graduates can work in managerial roles:

- accounting, administrative, control and managerial functions in businesses/companies of different kinds and sizes;
- in auditing;
- in consultancy and advisory firms;
- as self-employed chartered accountants;

- in the analysis and management of different financial and credit companies (commercial and investment banks, SGRs, insurance and other financial intermediaries);
- in risk management, assessment and monitoring, both in industrial and commercial enterprises and in financial institutions;
- in financial trading, financial engineering, corporate client desk and investment/financial bank institutions;
- as financial consultants;
- in institutions controlling markets and checking how they operate and in regulatory bodies;
- in research institutions and offices.

The second cycle degree course in Administration, Finance and Control allows access to the national register for Chartered Accountants and Expert Consultants according to the register's access procedures (section A). Thanks to a convention with the Order of Viterbo, students who have accumulated any credits during their university career in some scientific sectors also by taking extra exams will be able to use their university training to take the State exam and be exempted from taking the first written test. For more information please visit the Department's Web page: <http://www.unitus.it/it/dipartimento/deim/mondo-del-lavoro-deim/articolo/abilitazione-alle-professioni-deim>

## ADMINISTRATION AND CONTROL

EXAM	Professor	SSD	CFUs
<b>FIRST YEAR</b>			
<b>Business evaluation</b>	Alessandro Mechelli	SECS-P/07	<b>8</b>
<b>International accounting</b>	Egidio Giuseppe Perrone	SECS-P/07	<b>8</b>
<b>Internal auditing</b>	Fabrizio Rossi	SECS-P/07	<b>8</b>
<b>Business economy</b>	Patrizio Morganti	SECS-P/01	<b>8</b>
<b>Sample surveys</b>	Process of appointment ongoing	SECS-S/03	<b>8</b>
<b>Bankruptcy law</b>	Process of appointment ongoing	IUS/04	<b>8</b>
<b>Chosen between:</b>			
<b>Corporate responsibility and organisational models</b>	Process of appointment ongoing	IUS/01	<b>8</b>
<b>Commercial criminal law</b>	Process of appointment ongoing	IUS/17	
<b>Other training activities</b>			
<b>Free exam</b>			<b>8</b>
<b>Vocational activities</b> (Workshops, project work, work experience)			<b>8</b>
<b>Linguistic competence 3</b> (E-learning)			<b>4</b>
<b>SECOND YEAR</b>			
<b>State-run administration planning and management</b>	Still to be assigned	SECS-P/07	<b>8</b>
<b>Financial analysis and business plan</b>	Maurizio Masi	SECS-P/07	<b>8</b>
<b>Accounting information analysis</b>	Giuseppe Ianniello	SECS-P/07	<b>8</b>
<b>Chosen between:</b>			
<b>International monetary economy</b>	Chiara Oldani	SECS-P/01	<b>8</b>
<b>Taxation economy</b>	Process of appointment ongoing	SECS-P/03	
<b>Other training activities</b>			
<b>Final test</b>			<b>12</b>

## FINANCE

EXAM	Professor	SSD	CFUs
<b>FIRST YEAR</b>			
<b>Business evaluation</b>	Alessandro Mechelli	SECS-P/07	<b>8</b>
<b>International accounting</b> (to be chosen with Reporting and financial intermediaries control - 2nd year)	Egidio Giuseppe Perrone	SECS-P/07	<b>8</b>
<b>Risk management</b>	Process of appointment ongoing	SECS-P/11	<b>8</b>
<b>Asset allocation</b> (to be chosen with Budget analysis and business plan - 2nd year)	D'Arcangelis/Galloppo	SECS-P/07	<b>8</b>
<b>Financial economy</b>	Giuseppe Garofalo	SECS-P/01	<b>8</b>
<b>Mathematical models for economy and finance</b>	Carlo Cattani	SECS-S/06	<b>8</b>
<b>Statistics for finance</b>	Process of appointment ongoing	SECS-S/03	<b>8</b>
<b>Other training activities</b>			
<b>Free exam</b>			<b>8</b>
<b>Vocational activities</b> (Internships, project work, job, IT competence for finance 4 CFU)			<b>8</b>
<b>Linguistic competence 3</b> (E-learning)			<b>4</b>
<b>SECOND YEAR</b>			
<b>Reporting and financial intermediaries check</b> (to be chosen with International accounting - year 1)	Still to be assigned	SECS-P/07	<b>8</b>
<b>Investment banking</b>	Anna Maria D'Arcangelis	SECS-P/11	<b>8</b>
<b>Budget analysis and business plan</b> (to be chosen with Asset allocation - year 1)	Maurizio Masi	SECS-P/07	<b>8</b>
<b>International monetary economy</b>	Chiara Oldani	SECS-P/01	<b>8</b>
<b>Financial intermediaries law</b>	Process of appointment ongoing	IUS/04	<b>8</b>
<b>Chosen between:</b>			
<b>Accounting information analysis</b>	Giuseppe Ianniello	SECS-P/07	<b>8</b>
<b>Finance 2</b>	Paola Nascenti	SECS-P/09	
<b>Other training activities</b>			
<b>Final test</b>			<b>12</b>

## DATA ANALYTICS AND ECONOMIC ANALYSIS

EXAM	Professor	SSD	CFUs
<b>FIRST YEAR</b>			
<b>Business evaluation</b>	Alessandro Mechelli	SECS-P/07	<b>8</b>
<b>Internal auditing</b>	Fabrizio Rossi	SECS-P/07	<b>8</b>
<b>Financial economy</b>	Giuseppe Garofalo	SECS-P/01	<b>8</b>
<b>Mathematical models for economy and finance</b>	Carlo Cattani	SECS-S/06	<b>8</b>
<b>Sample surveys</b>	Process of appointment ongoing	SECS-S/03	<b>8</b>
<b>Econometrics</b>	Tiziana Laureti	SECS-S/03	<b>8</b>
<b>Economy of globalisation and development</b>	Giulio Guarini	SECS-P/01	<b>8</b>
<b>Advanced commercial law</b> (to be chosen with Financial intermediaries law - year 2)	Ermanno La Marca	IUS/04	<b>8</b>
<b>Other training activities</b>			
<b>Free exam</b>			<b>8</b>
<b>Vocational activities</b> (Workshops, project work, work experience)			<b>8</b>
<b>Linguistic competence 3</b> (E-learning)			<b>4</b>
<b>SECOND YEAR</b>			
<b>Organisation of business IT systems</b>	Alessio Maria Braccini	SECS-P/10	<b>8</b>
<b>Industrial economy</b>	Luca Correani	SECS-P/01	<b>8</b>
<b>International monetary economy</b>	Chiara Oldani	SECS-P/01	<b>8</b>
<b>Financial intermediaries law</b> (To be chosen with advanced)	Process of appointment ongoing	IUS/04	<b>8</b>
<b>Other training activities</b>			
<b>Final test</b>			<b>12</b>

# SECOND-LEVEL DEGREE COURSE (LM-77)

# MARKETING AND QUALITY

Degrees in Economics and Business



**President of the council of the courses related to the area of economics**

Professor Tiziana Laureti

**Course Coordinator**

Professor Barbara Aquilani  
baquilani@unitus.it

**Student Office**

Via Santa Maria in Gradi, 4  
Viterbo

Tel. 0761 357798

Department of Economics,  
Engineering, Society  
and Enterprise

**Academic Office**

DEIM - Viterbo Campus

Via del Paradiso , 47

Tel. 0761 357716

The course in Marketing and Quality is characterized by being the only one in Italy to combine marketing and quality, both in the degree title and in the teaching aims. This choice is justified by the recognition of the importance of the customer in the success of a company and consequently the importance of marketing, as well as management and quality assurance, as strategic factors in creating competitive advantage.

Therefore, the importance of proper communication (online and offline) as an added value for businesses, is at the basis of the educational aims that integrates theoretical knowledge related to marketing (analysis and demand management, customer satisfaction, applied statistics) to concepts closely related to quality (certification, quality control, quality management).

In this perspective, the course provides students with the tools to deal with business problems according to an integrated view of business leadership and management, with particular reference to strategies, policies and marketing tools, and to relations with customers and quality.

In most cases, practical skills are carried out, when the teaching programme permits, thus offering lectures, practical work and group work, in regular contact with businesses, that allow students to put into practice the skills acquired during the course. The study programme also includes case studies and the organization of thematic seminars.

Starting from academic year 2016-2017, it is also possible to create an ad hoc study pathway for students wishing to specialize in Marketing and Communication, which provides, in addition to the compulsory examinations, the following exam modules to choose from: Internal

Auditing or financial analysis and business plan, marketing and big data analytics, Behavioural Economics and Theory of Consumption, Quality and Customer Relations, Sociology of Consumption and Advertising, Web and Multimedia. The Department also offers a Web Marketing workshop among the vocational activities.

The academic programme includes the study of the English language and vocational activities such as apprenticeships, internships and project work, in businesses, institutions and in management consultancy firms. At the end of the course, students will write a paper that containing elements of originality, under the supervision of a professor from one of the graduate programmes.

The possible employment opportunities are primarily in management in the sector of economics and business. In particular, the main employment opportunities for the graduate in Marketing and Quality are:

- in professional, managerial and leadership careers in marketing, organization, production, sales, quality, administration, and management;
- in business and management consultancy activities in different forms and sectors;
- quality managers, evaluators and auditors;
- as a consultant in marketing, local development, national development, and technology transfer.

The Master of Science in Marketing and Quality also allows access to the state boards for membership in Section A of the Register of Certified Public Accountants, in accordance with the procedures of regulated access by said register.

## MARKETING AND QUALITY

EXAM	Professor	SSD	Hour	CFU
<b>FIRST YEAR</b>				
<b>Internal auditing</b>	Fabrizio Rossi	SECS-P/07	48	<b>8</b>
<b>Behavioural economy and theory of consumption</b>	Alessandro Sorrentino / Luca Cacchiarelli	SECS-P/02	48	<b>8</b>
<b>Management and quality certification</b>	Alessandro Ruggieri	SECS-P/13	48	<b>8</b>
<b>Marketing</b>	Barbara Aquilani	SECS-P/08	48	<b>8</b>
<b>Statistics for market research</b>	Process of appointment ongoing	SECS-S/03	48	<b>8</b>
<b>Two exams chosen among the following:</b>				
<b>Marketing and Big data Analytics</b>	Process of appointment ongoing	SECS-P/08	48	<b>8</b>
<b>Quality management techniques</b>	Alessandro Ruggieri / Cecilia Silvestri	SECS-P/13	48	<b>8</b>
<b>Web and multimediality</b>	Borrowed	ING-INF/05	48	<b>8</b>
<b>Agro-food marketes</b>	Silvio Franco	AGR/01	48	<b>8</b>
<b>Organisation of business IT systems (2nd year)</b>	Alessio Maria Braccini	SECS-P/10	48	<b>8</b>
<b>Consumption sociology and advertising (2nd year)</b>	Borrowed	SPS/08	48	<b>8</b>
<b>SECOND YEAR</b>				
<b>Industrial and network economy</b>	Luca Correani	SECS-P/06	48	<b>8</b>
<b>International marketing</b>	Michela Piccarozzi	SECS-P/08	48	<b>8</b>
<b>Advanced commercial law</b>	Ermanno La Marca	IUS/04	48	<b>8</b>
<b>One exam chosen among the following:</b>				
<b>Quality and customer relations</b>	Cecilia Silvestri	SECS-P/13	48	<b>8</b>
<b>Sustainability and environmental management</b>	Process of appointment ongoing	SECS-P/13	48	<b>8</b>
<b>Two exams chosen among the following:</b>				
<b>Marketing and Big data Analytics (1st year)</b>	Process of appointment ongoing	SECS-P/08	48	<b>8</b>
<b>Quality management techniques (1st year)</b>	Alessandro Ruggieri / Cecilia Silvestri	SECS-P/13	48	<b>8</b>
<b>Web and multimediality (impartito al I anno)</b>	Borrowed	ING-INF/05	48	<b>8</b>
<b>Agro-food markets (1st year)</b>	Silvio Franco	AGR/01	48	<b>8</b>
<b>Organisation of business IT systems</b>	Alessio Maria Braccini	SECS-P/10	48	<b>8</b>
<b>Consumption sociology and advertising</b>	Borrowed	SPS/08	48	<b>8</b>

EXAM	Professor	SSD	Hour	CFU
<b>Training activities</b>				
<b>Free choice exam</b>			48	<b>8</b>
<b>Linguistic competence III</b>	Anna Romagnuolo	L-LIN/12	24	<b>4</b>
<b>Vocational activities</b> (Web marketing workshop, digital competences workshop, training, project work, job)			200	<b>8</b>
<b>Thesis</b>				<b>12</b>

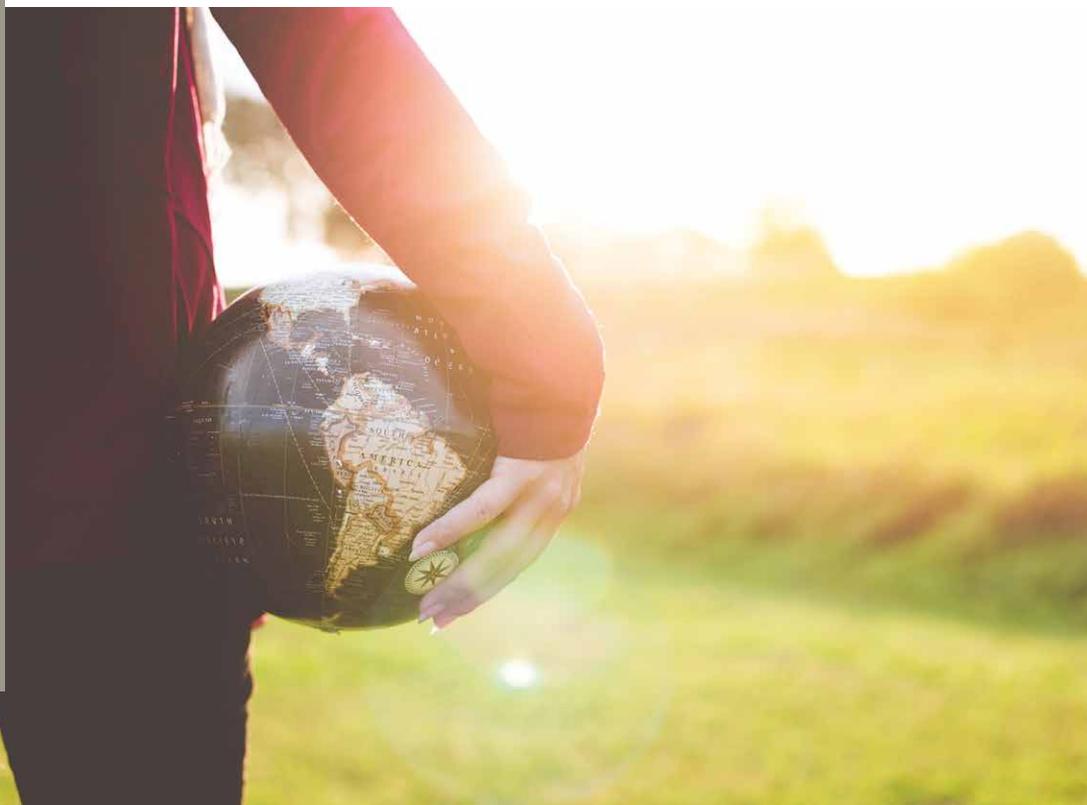
## SUGGESTED STUDY PATHWAY IN **MARKETING AND COMMUNICATION**

EXAM	CFUs
<b>One exam chosen among the following:</b>	
<b>Internal auditing</b>	<b>8</b>
<b>Financial analysis and business plan</b>	<b>8</b>
<b>Marketing</b>	<b>8</b>
<b>Management and quality certification</b>	<b>8</b>
<b>Quality and customer relationships</b>	<b>8</b>
<b>International marketing</b>	<b>8</b>
<b>Industrial and network economy</b>	<b>8</b>
<b>Behavioural economy and theory of consumption</b>	<b>8</b>
<b>Statistics for market analysis</b>	<b>8</b>
<b>Advanced commercial law</b>	<b>8</b>
<b>Sociology of Consumption and Advertising</b>	<b>8</b>
<b>Marketing and big data analytics</b>	<b>8</b>
<b>Web marketing workshop</b>	<b>4</b>
<b>Free choice exam</b> (suggested WEB and multimediality)	<b>8</b>
<b>Digital competence workshop</b>	<b>4</b>
<b>Linguistic competence 3</b>	<b>4</b>
<b>Thesis</b>	<b>12</b>

## **SECOND-LEVEL DEGREE COURSE (LM-77)**

# ECONOMICS AND COMMUNICATION FOR MANAGEMENT AND INNOVATION

Shared degree course with Sapienza University of Rome  
Degrees in Economics and Business



**Administrator**

Professor Fabrizio D'Ascenzo

**Student Office**

Viterbo campus

Via Santa Maria in Gradi, 4

Tel. 0761 357798

Economics, Engineering, Society  
and Enterprise

**Student Office**

Rome campus

sgrstudenti.economia

@uniroma1.it

Skype:

segreteriastudenti.economia

**Office hours**

Monday, Wednesday, Friday  
from 08:30 to 12:00am

Tuesday, Thursday  
from 14:30am to 16:30pm

**Academic offices**

Rome campus

SegreteriaDidatticaEconomia

@uniroma1.it

**Office hours**

Monday, Wednesday, Friday  
from 10:00 to 12:00am

The second level degree course in “Economics and communication for management and innovation” is a shared degree course with Sapienza University of Rome and it aims at training competent professionals who are able to aptly and autonomously manage the complexities characterising management and business communication and to work in an innovative and international environment. The second level degree course goes hand in hand with the other same-level degree courses offered by the department within the LM-77 class, thus guaranteeing continuity in terms of the financial-business objectives. However, the course is unique for its pluridisciplinary and international aspect. Didactic activity is entirely carried out in English at Sapienza University of Rome. Thanks to the competences offered by this degree course, graduates will be able to devise strategies which are consistent with a competitive environment by using the social science, communication, digital network and IT studies tools. The study course’s first semester is aimed at acquiring quantitative and financial-business knowledge acquired during the three-year degree course, followed by specific competences focussed on productive process management and control, technological innovation and issues related to quality certification, including those of a legal nature. The second level degree course in Economics and communication for management and innovation offers a multidisciplinary approach that still requires an in-depth study of the specific areas of its founding disciplines. The second level degree course in Economics and communication for management and innovation aims at training future civil servants and private sector high-level managers who are able to aptly deal with very up-to-date issues with the specific approach offered by a second cycle degree course in business and finance.

The second level degree course graduates in Economics and communication for management and innovation will:

- possess in-depth knowledge in business management, finance, law and maths-statistics so as to be able to face the complex issues related to

business management with a focus on company management and on the most innovative aspects and issues, which are increasingly becoming part of company management;

- have to be able to rely on the knowledge needed to run and manage a business, especially in light of the ever-needed internationalisation of companies within the global market;
- be apt at coordinating and organising relations and communicative processes;
- possess the appropriate methodological knowledge needed in order to create and use data collection and analysis tools that will help them assess needs, opinions and behaviour trends within companies;
- possess specific notions about the effective use of technological innovations within companies.

The second cycle degree course in Economics and communication for management and innovation aims at training professionals who are able to:

- approach the company implementation of European legislation on the auditing and quality of the productive system with a systemic and consistent approach;
- possess an in-depth vision of the application of technology within state-run organisations as well as private companies.

The study course's first semester is aimed at acquiring quantitative and financial-business knowledge acquired during the three-year degree course, followed by specific competences focussed on productive process management and control, technological innovation and issues related to quality certification, including those of a legal nature. The second level degree course in Economics and communication for management and innovation offers a multidisciplinary approach that still requires an in-depth study of the specific areas of its founding disciplines.

## ECONOMICS AND COMMUNICATION FOR MANAGEMENT AND INNOVATION

ESAME	AF	SSD	CFU
-------	----	-----	-----

### FIRST YEAR

First semester			
<b>Digital content processing</b>	C	INF/01	<b>9</b>
<b>European Union law</b>	B	IUS/14	<b>6</b>
<b>Innovation and organization of companies</b>		Strategies and tools	<b>6</b>
		Business cases	<b>3</b>
Second semester			
<b>Business information systems</b>		Strategies and tools	<b>6</b>
		Business cases	<b>3</b>
<b>Enterprise communication management</b>	C	SPS/08	<b>12</b>
<b>Industrial Economics and Game Theory</b>	B	SECS-P/02	<b>6</b>
<b>Innovation and Economic Development</b>	B	SECS-P/01	<b>6</b>

### SECOND YEAR

First semester				
<b>Digital transformation and data management</b>	C	SECS-P/13	<b>9</b>	
<b>International banking and capital markets</b>	B	SECS-P/11	<b>6</b>	
<b>Statistics for business and decision making</b>		Strategies and tools	<b>6</b>	
		Business cases	<b>3</b>	
Second semester				
<b>Customer satisfaction and customer behavior</b>		Customer satisfaction	<b>6</b>	
		Customer behavior	<b>3</b>	
<b>One module chosen by student</b>	D	-	<b>9</b>	
<b>Further training</b> (Art. 10 , paragraph 5 , letter d - D.M. 270/04 ) (Further knowledge for placement on the job market)	F	-	<b>3</b>	
<b>Dissertation</b>	E	-	<b>18</b>	
<b>Total credits</b>				<b>120</b>

**SECOND-LEVEL DEGREE COURSE (LM-76)**  
CIRCULAR ECONOMY



**President of the council  
of the courses related  
to the area of economics**

Professor Tiziana Laureti

**Course Director**

Professor Enrico Maria Mosconi

**Student Office**

Via Santa Maria in Gradi, 4

Tel. 0761 357798

Economics, Engineering, Society  
and Enterprise

**Academic offices**

Civitavecchia (RM)

Piazza Verdi, 1

Tel. 0766 21600 - 28931

polo.civitavecchia@unitus.it

The degree course in Circular Economy offers a high level of specialisation in Circular Economy and it aims at providing students with a series of innovative tools to work in a financial and environmental sustainability context. It aims at enhancing natural resources, the use of secondary raw materials, the sustainable management of the value chain and the activation of industrial symbiosis.

The degree course aims at giving students the competences they need to work in a conscious way in different areas which are often heterogeneous but which have one thing in common: the opportunity to integrate technological innovation and new competences with converting production and sustainable development. The course has one common core, that of learning themes, methods and tools that are typical of circular economy, and it offers two curricula.

The Green curriculum is focussed on industrial production from a circular economy perspective. Each process is characterised by a sustainable approach through a reduced use of traditional raw materials, the use of new forms of energy, recovery and recycling, the use of natural substances and production waste from other sectors.

The Blue curriculum explores the circular approach in maritime economy, in all its aspects (tourism, nature, logistics, commerce). Circular Economy graduates will be able to work in different sectors and they will be able to cover innovative roles which are in line with the market and, in general, with economy. The second cycle degree course in Circular Economy allows access to the national register for Chartered Accountants and Expert Consultants according to the register's access procedures.

## GREEN

EXAM	Professor	SSD	Year	Hours	CFUs
<b>Consumer behaviour in circular economy</b>	Process of appointment ongoing	SECS-P/08	I	48	<b>8</b>
<b>Micro and macro economic fundamentals of circular economy</b>	Process of appointment ongoing	SECS-P/01	I	48	<b>8</b>
<b>History of sustainable economy</b>	Process of appointment ongoing	SECS-P/12	I	48	<b>8</b>
<b>Policy for natural resources and the environment</b>	Emanuele Blasi	SECS-P/02	I	48	<b>8</b>
<b>Econometric models for circular economy</b>	Process of appointment ongoing	SECS-S/03	I	48	<b>8</b>
<b>Economy and sustainable management of natural resources</b>	Giacomo Branca	AGR/01	I	48	<b>8</b>
<b>Technological innovation for circular economy</b> (to chose with Resources, waste and environmental certificaion - year 2)	Enrico Maria Mosconi	SECS-P/13	I	48	<b>8</b>
<b>European environmental law</b>	Diego Vaiano	IUS/10	II	48	<b>8</b>
<b>Sustainability and social responsibility in organisations</b>	Process of appointment ongoing	SECS-P/10	II	48	<b>8</b>
<b>Resources, waste and environmental certification</b> (to choose with technological innovation for circular economy - year 1)	Process of appointment ongoing	SECS-P/13	II	48	<b>8</b>

### Two exams chosen among the following:

<b>Reuse of waste and sustainable agriculture</b>	Danilo Monarca	AGR/09	II	48	<b>8</b>
<b>"Green" chemistry</b>	Still to be assigned	CHIM/06	II	48	<b>8</b>
<b>Energy efficiency and environmental impact</b>	Marco Barbanera	ING-IND/11	II	48	<b>8</b>
<b>Circular planning</b>	Marco Marconi	ING-IND/15	II	48	<b>8</b>

<b>Chosen by the student</b>			II	48	<b>8</b>
<b>For the final thesis</b>			II		<b>12</b>
<b>Internships, project work, case studies, seminars and catalogue</b>			II		<b>12</b>

## BLUE

EXAM	Professor	SSD	Year	Hours	CFUs
<b>Micro and macro economic fundamentals of circular economy</b>	Process of appointment ongoing	SECS-P/01	I	48	<b>8</b>
<b>History of sustainable economy</b>	Process of appointment ongoing	SECS-P/12	I	48	<b>8</b>
<b>Policy for natural resources and the environment</b>	Emanuele Blasi	SECS-P/02	I	48	<b>8</b>
<b>Econometric models for circular economy</b>	Process of appointment ongoing	SECS-S/03	I	48	<b>8</b>
<b>Economy and sustainable management of natural resources</b>	Giacomo Branca	AGR/01	I	48	<b>8</b>
<b>International marine law</b> (to be chosen with environmental European law - year 2)	Process of appointment ongoing	IUS/13	I	48	<b>8</b>
<b>One exam chosen between:</b>					
<b>Consumer behaviour in circular economy</b>	Process of appointment ongoing	SECS-P/08	I	48	<b>8</b>
<b>Technological innovation for circular economy</b>	Enrico Maria Mosconi	SECS-P/13	I	48	<b>8</b>
<b>Sea marketing</b>	Process of appointment ongoing	SECS-P/08	II	48	<b>8</b>
<b>Economy of sustainable tourist companies</b>	Process of appointment ongoing	SECS-P/07	II	48	<b>8</b>
<b>Port activities management</b>	Process of appointment ongoing	SECS-P/13	II	48	<b>8</b>
<b>European environmental law</b> (to be chosen with international and marine law - year 1)	Diego Vaiano	IUS/10	II	48	<b>8</b>
<b>Two exams chosen among the following:</b>					
<b>Circular planning</b>	Marco Marconi	ING-IND/15	II	48	<b>8</b>
<b>Industry digital and sustainable logistics</b>	Process of appointment ongoing	ING-IND/17	II	48	<b>8</b>
<b>Tourism geography</b>	Process of appointment ongoing	M-GGR/01	II	48	<b>8</b>
<b>Sea energy</b>	Process of appointment ongoing	ING-IND/08	II	48	<b>8</b>
<b>Chosen by the student</b>			II	48	<b>8</b>
<b>For the final thesis</b>			II		<b>12</b>
<b>Internships, project work, case studies, seminars and catalogue</b>			II		<b>12</b>

**SECOND-LEVEL DEGREE COURSE (LM-33)**

# MECHANICAL ENGINEERING



**President of the council  
of the courses related to the  
engineering degree courses**

Professor Giuseppe Calabrò  
giuseppe.calabro@unitus.it

**Course Coordinator**

Professor Stefano Ubertini  
stefano.rossi@unitus.it

**Student office**

Via Santa Maria in Gradi, 4  
Tel. 0761 357798

Department of Economics,  
Engineering, Society  
and Enterprise

**Academic Office**

DEIM  
Largo dell'Università  
Viterbo  
Tel. 0761 357169

The second level degree course in Mechanical Engineering is a natural completion of training for graduates of the Bachelor's Degree in Industrial Engineering. Therefore, the programmed training activities will be strongly oriented towards specialising in methodological and conceptual engineering subjects which were initiated during the bachelor's degree course. Planning, production and monitoring and control of individual mechanical components and machines and plants and the main industrial processes will be studied in-depth. The advanced analysis and planning methodologies with a specific reference to numeric methodologies (FEM, CFD, assisted drawing with a calculator) and rapid prototyping will be given a major role. In addition to the compulsory subjects, linguistic level, thesis and internship, the student will have the opportunity to choose between two possible study pathways.

*Main courses*

The first group of courses is characterised by exams focussing on energy and mechanics, so that students are provided with the fundamental tools and methodologies they need to face such complex and innovative issues related to these areas. As far as energy is concerned, energy conversion and the management of electricity are analysed in depth, with a focus on saving energy and minimising environmental impact through the use of alternative energy systems.

## INGEGNERIA MECCANICA

EXAM	Professor	SSD	GROUP*	CFU	
<b>FIRST YEAR</b>					
<b>Planning of energy transformation systems</b>	Maurizio Carlini	ING-IND/09	O	<b>9</b>	
<b>Machinery complements and energy-conversion systems</b>	Stefano Ubertini	ING-IND/08	O	<b>9</b>	
<b>Sensors and data acquisition systems</b>	Stefano Rossi	ING-IND/12	O	<b>9</b>	
<b>Technologies and special manufacturing</b>	Gianluca Rubino	ING-IND/16	O	<b>9</b>	
<b>Machinery construction</b>	Pieluigi Fanelli	ING-IND/14	O	<b>9</b>	
<b>Numerical thermofluidodynamics methods</b>	Mauro Scungio	ING-IND/10	C	<b>9</b>	
<b>Environmental monitoring</b>	Flavia Tauro	AGR/08	O	<b>9</b>	
<b>SECOND YEAR</b>					
<b>Technologies for nuclear fusion</b>	Module 1 Module 2	Giuseppe Calabrò Simone Minucci	ING-IND/31	O	<b>9</b>
<b>Energy and industrial system management</b>		Mauro Villarini	ING-IND/09	C	<b>6</b>
<b>Internal combustion engine and propulsion systems</b>		Andrea L. Facci	ING-IND/08	C	<b>6</b>
<b>Mechanical systems modelling and planning</b>		Marco Marconi	ING-IND/15	C	<b>6</b>
<b>Biosystem machinery and plants</b>		Massimo Cecchini	AGR/09	A	<b>6</b>
<b>Food technologies and plants</b>		Marcello Fidaleo	AGR/15	A	<b>6</b>
<b>Project and industrial plant management</b>		Ilaria Baffo	ING-IND/17	O	<b>6</b>
<b>Non-destructive measurement methods</b>		Stefano Rossi	ING-IND/12	C	<b>6</b>
<b>Instruments and technologies for additive production</b>	Module 1 Module 2	Ulderico Santamaria	ING-IND/22	A	<b>6</b>
<b>Hydraulic systems planning and modelling</b>		Andrea Petroselli	AGR/08	A	<b>6</b>
<b>English</b>		Sonia Melchiorre	L-LIN/12	O	<b>3</b>
<b>Two exams chosen among the C 12 exams</b>					<b>12</b>
<b>One exam chosen among the A 6 exams</b>					<b>6</b>
<b>Two more exams chosen</b>					<b>12</b>
<b>Workshops or training activities</b>					<b>6</b>
<b>Final test</b>					<b>15</b>

## **SECOND-LEVEL DEGREE COURSE (LM-62)**

# POLITICAL SCIENCE, INTERNATIONAL SECURITY AND PUBLIC COMMUNICATIONS

Cross-departmental degree course (DISTU - DEIM)



### Course Director Professor

Antonella Del Prete  
a.delprete@unitus.it

### Student office (SPRI)

Via Santa Maria in Gradi, 4  
Tel. 0761 357798

### Teaching department

Department of linguistic, literary,  
historical, linguistic, literary,  
historical, philosophical  
and legal studies (DISTU)  
San Carlo Campus, 32

### Academic offices

Tel. 0761 377876 - 0761 357881

### Educational goals

Starting from academic year 2016-2017, the Department of Economics and Business (DEIM) and the Department of Linguistic and Literary, Historical, Philosophical and Legal Studies (DISTU) of the University of Tuscia are activating a second level degree course in **Political Science, International Security and Public Communications** (LM-62). The course is designed both to enable three-year degree students of Political Science and International Relations (L-36) to complete their academic program, and to offer three-year degree graduates from other courses of study (e.g. L-11, L-14, L-16, L-18, L-20) to deepen their knowledge in a field of interest closely related to their undergraduate studies. L-11, L-14, L-16, L-18, L-20) to deepen their knowledge in a field of interest closely related to their undergraduate studies. The second level degree course in **Political Science, International Security and Public Communications** offers a multidisciplinary approach. The themes of politics, economics, law, sociology and history interact with the language of public communications. The two-year programme includes a total of 12 exams and assessments and offers two curricula:

- **Science of Letters and of Multimedia Communication),**
- **Investigations and internal and international Security.**

The **Political Science and Public Communication curriculum Science** includes a common core of exams and a series of other exams chosen amongst the disciplines and activities available that mainly cover two different areas:

- issues of public communications, including the knowledge of public and political languages, the mechanisms of public communication and the media system by means of which we communicate in today's society;
- international issues, including geopolitics and international security, relations between states and the processes that signal the emergence of political or military issues which extend beyond national boundaries.

Investigations and internal and international Security (available from academic year 2019/20) deals with internal security where national and international risk factors are analysed from a judicial, financial and historical-social perspective. Graduates will acquire thorough methodological and practical knowledge aimed at organising and managing modern investigative and security strategies, both in the public and private sector.

In addition, sixteen CFUs are granted for two foreign languages and these enable students to attend the Writing Workshop, through which they may gain full language proficiency both in Italian and in two foreign languages (English is a second language of the EU). These are essential skills to prepare students for their future professional careers. Students will be granted 29 CFUs to those students who wish to continue their studies with the LM-62 course and who attend lessons of the first level Master's Degree Course 'Master Crisis - Criminology and Forensic Science, Investigation and Security'.

#### *Career opportunities*

The Master's Degree in Political, International Security and Public Communication Sciences leads to two specific cultural and professional profiles:

- The profile of operator and senior expert in political science, with employment opportunities in public and private administrations, both national and international; in political institutions and public and private associations, in governmental and non-governmental organizations, public and private companies that operate internationally in the field of security;
- a graduate who has focused on management and public communication can find employment opportunities in national and international governmental institutions, consultancy firms, in political parties and associations, in the communications offices of governmental and public organizations, in private companies, editorial offices, radio and television journalism; in addition to the on-line marketing and communication offices of public and private companies.

The training profiles allow access to the following jobs:

- Specialists in the management of the public administration
- Specialists in the control of the public administration
- Specialists in public security
- Specialists in public relations, image and similar roles
- Specialists in political science
- Advertisement copywriters

In order to ensure a rapid and effective transition from university to the working world, the Master's course programme in Political Science, International Security and Public Communications organises work experience and internships at public and private organizations, both national and international, and gives the opportunity to access the Erasmus Plus programme grants.

<b>COD.</b>	<b>EXAM / DISCIPLINE</b>	<b>CFU</b>
<b>FIRST YEAR</b>		
	<b>Economy of development</b> SECS-P/01	<b>7</b>
	<b>Methodology of political and social research</b> SPS/07	<b>7</b>
	<b>Media languages</b> M-FIL/05	<b>7</b>
	<b>Science of politics</b> SPS/04	<b>7</b>
	<b>Changing political cultures</b> SPS/11	<b>7</b>
	<b>Contemporary history</b> M-STO/04	<b>7</b>
	<b>Linguistic abilities - ENGLISH - competence</b>	<b>10</b>
<b>SECOND YEAR</b>		
<b>OPZIONE A</b>		
	<b>Linguistic abilities - FRENCH - competence</b> or <b>Linguistic abilities - SPANISH - competence</b>	<b>6</b>
	<b>Political and public languages</b> M-FIL/05	<b>8</b>
	<b>Philosophy, politics and communication</b> M-FIL/06	<b>8</b>
	<b>History of political and institutional communication</b> M-STO/04	<b>8</b>
	<b>Public information law</b> IUS/10	<b>8</b>
<b>OPZIONE B</b>		
	<b>Linguistic abilities - FRENCH - competence</b> oppure <b>Linguistic abilities - SPANISH - competence</b>	<b>6</b>
	<b>International law</b> IUS/13	<b>8</b>
	<b>History and geopolitics of international security</b> SPS/06	<b>8</b>
	<b>Environment, territory and economic development</b> AGR/01 or <b>State-run administration planning and management</b> SECS-P/07	<b>8</b>
	<b>Political and economic geography, policy for the safeguarding of the natural system and of the environment</b> M-GGR/02	<b>8</b>
	<b>Exam chosen by the student</b>	<b>8</b>
	<b>Other training activities</b>	<b>6</b>
	<b>Final test</b>	<b>16</b>
	<b>Total CFUs</b>	<b>120</b>

<b>COD.</b>	<b>EXAM / DISCIPLINE</b>	<b>CFU</b>
<b>FIRST YEAR</b>		
	<b>Criminality and economy</b> SECS-P/01	<b>7</b>
	<b>Methodology of political and social research</b> SPS/07	<b>7</b>
	<b>Criminal and antiterrorism law</b> IUS/17	<b>7</b>
	<b>Science of politics</b> SPS/04	<b>7</b>
	<b>Changing political cultures</b> SPS/11	<b>7</b>
	<b>Contemporary history</b> M-STO/04	<b>7</b>
	<b>Linguistic abilities - ENGLISH - competence</b>	<b>10</b>
<b>SECOND YEAR</b>		
	<b>Linguistic abilities - FRENCH - competence</b>	<b>6</b>
	or	
	<b>Linguistic abilities - SPANISH - competence</b>	
	<b>Security and legality public law</b> IUS/09	<b>8</b>
	<b>History and geopolitics of international security</b> SPS/06	<b>8</b>
	<b>Environment, territory and economic development</b> AGR/01	<b>8</b>
	or	
	<b>Technical consultancy and investigation</b> BIO/18 and ING-IND/15	
	<b>Anti-money laundering and economic crime</b> IUS/04 and IUS/05	<b>8</b>
	<b>Exam chosen by the student*</b>	<b>8</b>
	<b>Other training activities*</b>	<b>6</b>
	<b>Final test</b>	<b>16</b>
	<b>Total CFUs</b>	<b>120</b>

In order to accrue the number of CFUs for the exam chosen by the student and other training activities, the students of Investigations and internal and international Security can choose the following didactic activities:

First year

- Judicial and penitentiary system (IUS/09) 3 CFUs
- Cybersecurity (INF/01) 3 CFUs

Second year

- Intelligence fundamentals and religious radicalism analysis (SPS/11) 3 CFUs
- Forensic psychiatry (MED/05) 2 CFUs

# POSTGRADUATE STUDIES

## HIGH TRAINING

### PhD in **Economics, Management and Quantitative Methods External PhD programmes**

#### **Coordinator**

Professor Alessandro Sorrentino

#### *Teaching Aims*

The PhD course offers a high-level training programme in economics, business and mathematics-statistics for graduates who can understand the challenges of current economics: the social and environmental sustainability of economic development and of the use of natural resources; changes in the consumer role, work, and markets as a consequence of innovation.

The PhD maximises the knowledge of the professors in three areas: agro-food economy (specialised in the financial analysis of the agro-food system, its policies and its close connection with the global economic development at a global and local level); circular economy, which is collaborative and sustainable (specialised in the study of economy models and processes aimed at recycling and reuse, sustainability, ethics and inclusion); economy and government in the digital transformation of small and medium-sized enterprises (specialised in digital transformation analysis, in the new competences required and in the use of business data and support of decisional processes, quality control and marketing).

These three areas are based on an interdisciplinary programme on border economic and economic-business theories, in the common use of quantitative methods as a tool for analysis and the interpretation of functional data for research and studies of/solutions to financial, business and economic policies issues.

### *Career opportunities*

The PhD aims at providing high-quality competences and specialisation to those who will work in leadership and managerial roles in public authorities or businesses and in research and teaching in universities and in other national and international institutions. As for job opportunities in the public and private sectors, PhD graduates will be able to: (I) work as a high-level analyst or director, or manager in production, marketing, quality and sales; (ii) help small and medium-sized companies develop the potential offered by data resulting from digital transformation and by the technologies creating them; (iii) plan and manage local and rural areas development, and support the development of the related economic policies; (iv) plan, evaluate and monitor investment projects.

## PhD in **Engineering for Energy and the Environment**

### **Course Coordinator**

Professor Danilo Monarca

### **Departments**

DEIM Department of Economics,  
Engineering, Society and Enterprise  
and DAFNE Science  
and Technology  
of Agriculture, Forestry,  
Nature and Energy.

As part of higher education reserved for students who hold a master's degree, the Department of Economics, Engineering, Society and Enterprise (DEIM) in cooperation with the Department of Science and Technology of Agriculture, Forestry, Nature and Energy offers a three-year PhD programme in "Engineering for Energy and Environment". The PhD aims to provide a high level of training to a select number of young graduates who will be competitive on a national and international level in highly technological private companies, research centres and universities. The main objective is to provide an interdisciplinary view of engineering problems in the energy and environment sectors, characterized by cutting-edge technological development. The research activities will be focused on the study of engineering solutions, manufacturing technologies and innovative investigative methodologies using numerical and experimental techniques, with particular attention to their technological transfer. Students will be engaged in training and research in the field of Engineering for

Energy and Environment, with particular reference to the technologies for thermonuclear fusion, conversion processes and energy storage in its various forms, protection of the environment, innovations in the fields of mechanics, also agricultural, sensor technologies, biosystems and agricultural issues, with regard to primary production and environment.

The work of doctoral students will be coordinated by the academic staff of the School who are already active in industrial collaboration and research projects, at national and international level, in innovative and relevant topics, such as hydrogen technologies, renewable energy, biomass, biosystems and thermonuclear fusion. The PhD course offers the following workshops: the CIRDER laboratory for renewable energy, the MechHydroLab for environmental monitoring, the laboratory of industrial engineering, the LABDIAC for material sciences, and the ERGOLAB for the detection of risk agents. The School also benefits from using "external" laboratories, such as the ENEA Frascati Laboratory (Fusion and Technologies for Nuclear Safety Department) and the Max Planck Institut fuer Plasma Physics Laboratory (Germany).

The skills acquired on completion of the course will make doctoral graduates suitable to fill professional positions and research activities, with particular reference to the energy and environmental fields, for example in:

- professional advisory institutes;
- small, medium and large industries;
- public institutions, including agencies and authorities;
- public and private research centres;
- universities.

The decision to focus doctoral research on the subject of energy responds to the demands of a booming market and the growing demand in the field of hydrogen technologies, energy storage systems, renewable energy and thermonuclear fusion. The latter is an area in which our country is a pioneer in the world and involves Italian and European high-tech industries, research centres and universities, already active in this doctoral course, both through scientific collaboration and the funding of scholarships. Rapid technological development makes

the figure of the future research doctor fundamental for various sectors. For this purpose, in the study pathway employment opportunities and research is also provided, by creating multidisciplinary contexts within the field of environmental monitoring and control, biosystems and agro-environmental issues, given the vocation of the Italian territory, the importance of the sector in the national economic environment and in Italian leadership from a scientific and industrial point of view.

## First level Master's Degree in **Enogastronomy - Management, Enhancement and Promotion**

### **Interdepartmental Master**

DIBAF - DEIM - DAFNE

DISUCOM - DEB

### **Academic offices**

DIBAF

### **Director**

Diana De Santis

### **Contact**

desdiana@unitus.it

Tel. 0761 357371

The aim of the master's degree course is:

- to train highly specialised professionals, with multidisciplinary skills, able to know, understand, evaluate and interpret with expertise the quality of enogastronomic products and activities, and to promote an efficient strategy of enhancement. Today, highly skilled professionals in this field are difficult to find in the current marketplace.
- The course aims to enable you to acquire the technical communicative tools with a view to creating an awareness of the quality of foods, which is essential to successfully evaluate, enhance and/or manage a product.

The master's course will suit students who are interested in working or already work in the agro-food, restaurant and services sectors. It could also be of interest for students who wish to pursue a freelance career or embark on a professional activity in the field of communication and in journalism specialising in tourism or enogastronomy.

The master's course is organized in three macro areas, divided into various modules, for a total of 60 CFU:

- *Macro area 1*

### **Communication and advertising:**

for a total of 7 CFUs

- *Macro area 2*  
**Business, management and quality:**  
 for a total of 7 CFUs
- *Macro area 3*  
**Agro-food:**  
 for a total of 10 CFUs
- **Practical activities and workshops:**  
 for a total of 10 CFUs
- **Visits to businesses, planning and analysis of case studies, communication and marketing:**  
 for a total of 16 CFUs

The programme offers students the possibility to study single modules, which could be useful if you want to improve specific business skills. This could interest you for professional or cultural reasons, or if you do not have the necessary entry qualifications for the course (three-year degree or equivalent), or if you do not wish to attend the entire course. Furthermore, it could give you the opportunity to strengthen technical or marketing skills or to better manage your own business.

It is possible to enrol on single or multiple modular courses, without having to complete the whole master's study programme.

You can enrol on the master's degree course if you have a three-year degree in any subject in the field of humanities or science.

Students will be granted the postgraduate Master's Degree in Enogastronomy - Management, Enhancement and Promotion if they attend lessons, pass the module exams and the final exam.

# USEFUL INFORMATION

## **Three year degree course**

- **Entry tests**
- **Pre-courses and mentoring**

As regards enrolment to one of the three year degree courses of the Department of Economics, Engineering, Society and Enterprise, according to current legislation (D.M. 270/04), students will have to undergo a multiple choice entry test aimed at testing the basic knowledge and individual knowledge.

The test is compulsory for all degree courses but is aimed at only acting as a selection tool for the Industrial Engineering course. For all courses, the department offers students who did not pass the test about mentoring systems aimed at strengthening the competences needed to follow the courses and take the exams.

Students whose test results are not satisfactory will fill the gaps by attending support activities/lessons. At the end of these activities/lessons, students will undergo a final test.

Terms and ways to carry out these activities will be published on the department's website on the study courses pages.

## **Second cycle degree courses**

- **Access requirements**
- **Pre-courses**

Students wishing to enrol in the master's degree courses of the Department of Economics, Engineering, Society and Enterprise of the LM-77 Business Administration, Finance and Control or Marketing and Quality course must verify that they meet the following qualification criteria: Second level degree courses of the LM-77 Business Administration, Finance and Control or Marketing and Quality course have the following requirements:

- Bachelor's degree in courses L-18 or L-33 (or equivalent in accordance with legislation DM 509/99, L-17 and L-28);

## • LM -77

- in the absence of the above requirements, students will have to acquire at least 48 credits in specific scientific areas, according to the following:

For the Master's Degree in

### **Accounting, Finance and Control:**

- at least 12 CFUs in the SSD SECS-P/01 and/or SSD - SECS-P/02
- (Economic Policy I, Economic Policy II or Economic Policy);
- at least 12 credits in SSD SECS-P / 07 (Business Economics and Accounting);
- at least 6 credits in SSD IUS / 01 (Private Law);
- at least 6 credits in SSD IUS / 04 (Commercial Law);
- at least 6 credits in SSD SECS-S / 01 or SECS-S / 03 (Statistics);
- at least 6 credits in SSD SECS-S / 06 (General Mathematics).

Curricular requisites for the second level degree course in **Economics and communication for management and innovation**

Degree in the L-18, L-20 or L-33 classes (ex D.M. 270/04). Provided students have at least 60 CFUs acquired in the basic and main SSD listed in the tables attached to DM 16 marzo 2007 per la classe L-18. Graduates of other degree classes need a minimum of 72 CFUs accrued with the basic and main SSDs listed in the tables attached to DM. 16 March 2007 for degree classes 18 and 33 and/or SSDs from MAT/01 to MAT/09 included, INF/01, ING-IND-16, ING-IND/35, ING-INF/03, ING-INF/04 and ING-INF/05, in compliance with the minimum distribution bonds among different areas that are specified by the Regulations of the study course. [https://web. https://web.uniroma1.it/fac-economia/economia\\_comunicazione\\_management](https://web.https://web.uniroma1.it/fac-economia/economia_comunicazione_management).

Second level degree course in **Marketing and quality:**

- from 8 to 16 CFUs in the SSD SECS-P/08;
- at least 8 CFUs in the SSD SECS-P/01 or SECS-P/02;
- at least 8 CFUs in the SSD SECS-S/01 or SECS-S/03;
- from 8 to 16 CFUs in the SSD SECS-P/07;
- from 8 to 16 CFUs in the SSD IUS/01 or IUS/04;

Students with training gaps compared to the curriculum prerequisites will have to be filled before the beginning of the degree course and the testing of the

individual knowledge of each student so that courses can be attended with success. Students will be tested to check their individual knowledge in the manners stated in the Regulations of the study course.

## · LM-76

In order to access the second level degree course in Circular Economy it is necessary to have a three year degree course in L-18 or L-33. Students who do not possess the above-mentioned requisite will have to acquire a minimum of 48 CFUs in basic and main SSDs listed in the table that is attached to DM 16th March 2007 for degree classes 18 and 33 and/or SSDs from MAT/01 to MAT/09 included, INF/01, ING-INF/05, ING-IND/17, ING-IND/35.

For more information on the second level degree course in Mechanical Engineering, visit the following Web page: <http://www.unitus.it/it/dipartimento/deim-ingegneria/ingegneria-meccanica-ing/articolo/requisiti-accesso-ing-mecc-deim>

## Mentoring service

The mentoring service, provided by young graduates or students enrolled in master's degree programmes of the School, perform the basic function of following new students throughout their education, from the last year of high school right up to postgraduate level.

The service is aimed at second level degree course students who have already followed the three year degree course but have also started following the second level degree course. This means that they are able to guide, support and welcome any questions or requests from the students.

The mentors' tasks are as follows:

- to cooperate in different orientation initiatives for high school students;
- to welcome and offer assistance to freshers;
- to give orientation and assistance during the course of study, to encourage students to attend and participate actively in the courses by removing any obstacles to a successful educational process;
- to interact with the Department Academic Office.

**The mentoring activities are carried out by carefully selected students**

tutordeim@unitus.it

# ACADEMIC CALENDAR

## Lessons

### Teaching First Semester

from 01/10/2019 to 20/12/2019

### Lessons Second Semester

from 02/03/2020 to 29/05/2020

## Holidays

**Christmas** start 23/12/2019

Lessons start 07/01/2020

**Easter** start 10/04/2020

Lessons start 15/04/2020

## Exams

**Special session reserved for students who have not completed exams in the allotted time for academic year 2018-2019**

From 16/12/2020 to 20/12/2019

One session per subject

**Winter session (academic year 2018/19) Early summer session academic year 2019/20**

from 07/01/2020 to 28/02/2020

(Three sessions per subject)

from 02/03/2020 to 06/03/2020

A fourth session will be organised only for the 1st year-1st semester courses of second level degree courses.

**Special session reserved for students who have not completed exams in the allotted time for academic year 2018-2019**

From 20/04/2020 to 24/04/2020  
(one session per subject)

**Summer session (academic year 2019/20)**

from 01/06/2019 to 24/07/2019  
(three sessions per subject)

**Autumn session (academic year 2019/20)**

from 01/09/2020 to 30/09/2020  
(two sessions per subject)

# OFFICES AND STUDENT SERVICES

## Department Administration

Via del Paradiso, 47  
deim@unitus.it

## Academic Office

### **Business Administration, Finance and Control Administration, Marketing and Quality**

Via del Paradiso, 47 Viterbo  
Tel. 0761 357716 Fax 0761 357715 deim@unitus.it  
Opening Hours:

Monday to Thursday: 10:00am - 12:00pm

Monday and Tuesday 3:00pm - 4:30pm

### **Business Administration, Circular Economy Civitavecchia Campus**

Piazza Verdi, 1, Civitavecchia  
Tel. 0766 21600 - 28931 deim@unitus.it  
Opening Hours:

Monday to Friday: 10:00am to 12:30pm

Mon - Tue - Thu - Fri: 2:00pm to 4:00pm

### **Industrial Engineering/Mechanical Engineering**

Largo dell'University snc, Viterbo  
Tel. 0761 357169 deimingegneria@unitus.it  
Opening Hours:

Monday to Friday: 10:00am - 1:00pm

Tuesday and Wednesday 3:00pm - 4:30pm

### **Political science and international relations**

Via Santa Maria in Gradi, 4, Viterbo  
Tel. 0761 357827 - 838  
segr.didattica.soge@unitus.it  
Opening Hours:

Monday to Friday: 10:00am - 12:00pm  
Tuesday and Wednesday 3:00pm - 4:00pm

## Computer Labs

### **Computer Lab I**

Via del Paradiso, 47

Opening Hours:

Monday to Friday: 9:00am - 7:00pm

### **Computer Lab II**

(reserved for teaching activities)

Via Palmanova, Viterbo

## Job Placement

Via Santa Maria in Gradi, 4

Tel. 0761 357982 - unitusjob@unitus.it

### **Director**

Professor Silvio Franco

Tel. 0761 357891 - franco@unitus.it

## Erasmus

Via Santa Maria in Gradi, 4

Tel. 0761 357917 - 918

erasmus@unitus.it - llp@unitus.it

### **Administrator**

Professor Giacomo Branca - branca@unitus.it

# DEPARTMENT PERSONNEL

## Teaching staff

<b>Aquilani Barbara</b>	Full professor	b.aquilani@unitus.it	0761 357 729
<b>Di Toro Pierre</b>	Full professor	ditorio@unitus.it	0761 357 712
<b>Fici Luigi</b>	Full professor	fici@unitus.it	0761 357 706
<b>Garofalo Giuseppe</b>	Full professor	garofalo@unitus.it	0761 357 739
<b>Ianniello Giuseppe</b>	Full professor	ianniell@unitus.it	0761 357 720
<b>Jirillo Rita</b>	Full professor	rjirillo@unitus.it	0761 357 730
<b>Laureti Tiziana</b>	Full professor	laureti@unitus.it	0761 357 821
<b>Marè Mauro</b>	Full professor	mare@unitus.it	0761 357 735
<b>Mechelli Alessandro</b>	Full professor	mechelli@unitus.it	0761 357 710
<b>Mosconi Enrico Maria</b>	Full professor	enrico.mosconi@unitus.it	0761 357 734
<b>Perrone Egidio</b>	Full professor	perrone@unitus.it	0761 357 711
<b>Ridolfi Maurizio</b>	Full professor	mridolfi@unitus.it	0761 357 862
<b>Ruggieri Alessandro</b>	Full professor	ruggieri@unitus.it	0761 357 900
<b>Saccà Flaminia</b>	Full professor	sacca@unitus.it	0761 357 832
<b>Sorrentino Alessandro</b>	Full professor	sorrenti@unitus.it	0761 357 737
<b>Ubertini Stefano</b>	Full professor	stefano.ubertini@unitus.it	0761 357 671
<b>Braccini Alessio Maria</b>	Associate professor	abbraccini@unitus.it	0761 357 714
<b>Branca Giacomo</b>	Associate professor	branca@unitus.it	0761 357 737
<b>Calabrò Giuseppe</b>	Associate professor	giuseppe.calabro@unitus.it	0761.357 676
<b>Carlini Maurizio</b>	Associate professor	maurizio.carlini@unitus.it	0761.357 416
<b>Cattani Carlo</b>	Associate professor	cattani@unitus.it	0761 357 169
<b>D'Andrea Stefano</b>	Associate professor	dandrea@unitus.it	0761 357 714
<b>D'Arcangelis Anna Maria</b>	Associate professor	darcangelis@unitus.it	0761 357 701
<b>Desario Michele Salvatore</b>	Associate professor	desario@mdalegal.eu	0761 357 719
<b>Franco Silvio</b>	Associate professor	franco@unitus.it	0761.357 891
<b>Gorelli Stefano</b>	Associate professor	gorelli@unitus.it	0761 357 736
<b>Masi Maurizio</b>	Associate professor	masi@unitus.it	0761 357 741
<b>Nascenzi Paola</b>	Associate professor	nascenzi@unitus.it	0761 357 722
<b>Petroselli Andrea</b>	Associate professor	petro@unitus.it	0761.357 348
<b>Santamaria Ulderico</b>	Associate professor	santamaria@unitus.it	0761 357 159
<b>Sforza Vincenzo</b>	Associate professor	sforza@unitus.it	0761 357 710
<b>Sterpa Alessandro</b>	Associate professor	sterpa@unitus.it	0761 357 726
<b>Correani Luca</b>	Research fellow	correani@unitus.it	0761 357 739
<b>Galloppo Giuseppe</b>	Research fellow	galloppo@unitus.it	0761 357 701
<b>Oldani Chiara</b>	Research fellow	coldani@unitus.it	0761 357 722
<b>Pelosi Claudia</b>	Research fellow	pelosi@unitus.it	0761 357 684

<b>Rossi Fabrizio</b>	Research fellow	fabrizio.rossi@unitus.it	0761 357 706
<b>Stefanoni Alessandra</b>	Research fellow	stefanonale@unitus.it	0761 357 712

## Temporary Research Fellows

<b>Baffo Ilaria</b>	Fixed term research fellow	ilaria.baffo@unitus.it	0761 357 671
<b>Barbanera Marco</b>	Fixed term research fellow	m.barbanera@unitus.it	0761 357 169
<b>Cacchiarelli Luca</b>	Fixed term research fellow	cacchiarelli@unitus.it	0761 357 737
<b>Cimini Riccardo</b>	Fixed term research fellow	rcimini@unitus.it	0761 357 710
<b>Cruciani Sante</b>	Fixed term research fellow	sante.cruciani@unitus.it	0761 357 862
<b>Facci Andrea Luigi</b>	Fixed term research fellow	andrea.facci@unitus.it	0761 357 676
<b>Fanelli Pierluigi</b>	Fixed term research fellow	pierluigi.fanelli@unitus.it	0761 357 046
<b>Guarini Giulio</b>	Fixed term research fellow	giulio Guarini@unitus.it	0761 357 739
<b>La Marca Ermanno</b>	Fixed term research fellow	e.lamarca@unitus.it	0761 357 719
<b>Marconi Marco</b>	Fixed term research fellow	marco.marconi@unitus.it	0761 357 046
<b>Minucci Simone</b>	Fixed term research fellow	simone.minucci@unitus.it	0761 357 682
<b>Negri Michele</b>	Fixed term research fellow	michelenegri@unitus.it	0761 357 831
<b>Pancino Barbara</b>	Fixed term research fellow	bpancino@unitus.it	0761 357 893
<b>Piccarozzi Michela</b>	Fixed term research fellow	piccarozzi@unitus.it	0761 357 706
<b>Romagnuolo Anna</b>	Fixed term research fellow	romagnuolo@unitus.it	0761 357 726
<b>Rossi Stefano</b>	Fixed term research fellow	stefanorossi@unitus.it	0761 357 049
<b>Rubino Gianluca</b>	Fixed term research fellow	gianluca.rubino@unitus.it	0761 357 169
<b>Scungio Mauro</b>	Fixed term research fellow	mauro.scungio@unitus.it	0761 357 676
<b>Silvestri Cecilia</b>	Fixed term research fellow	c.silvestri@unitus.it	0761 357 734

## Technical and administrative staff

<b>Achilli Vincenzo</b>	Administrative staff (B)	acvinc@unitus.it	0761 357 732
<b>Agresti Giorgia</b>	Technician (C)	agresti@unitus.it	0761 357 017
<b>Carlucci Paola</b>	Administrative staff (C)	p_carlucci@unitus.it	0761 357 704
<b>Castellucci Sonia</b>	Lab technician (D)	sonia.castellucci@unitus.it	0761 357 671
<b>Cingolani Federica</b>	Administrative staff (C)	f.cingolani@unitus.it	0761 357 717
<b>Fabbri Massimiliano</b>	Technician (C)	m.fabbri@unitus.it	0761 357 705
<b>Filippetti Anna Maria Stefania</b>	Administrative staff (D)	filippetti@unitus.it	0761 357 169
<b>Fracassa Mauro</b>	Technician (C)	maurofrac@unitus.it	0766 289 31
<b>Giganti Paola</b>	Administrative staff (C)	paolagi@unitus.it	0766 289 31
<b>Gori Laura</b>	Administrative staff (C)	gori@unitus.it	0761 357 709
<b>Lavalle Franca</b>	Administrative staff (C)	cilentofra@unitus.it	0761 357 716
<b>Mastrogregori Maria Cristina</b>	Administrative staff (C)	mastrogregori@unitus.it	0761 357 721
<b>Moscetti Raffaella</b>	Administrative staff (C)	moscetti@unitus.it	0761 357 827
<b>Natali Natalia</b>	Administrative staff (D)	n.natali@unitus.it	0761 357 738
<b>Primieri Elisabetta</b>	Administrative staff (C)	elisaprimieri@unitus.it	0761 357 838
<b>Sassara Cariteo</b>	Administrative staff (D)	cariteo@unitus.it	0761 357 718

 **Note**

A series of horizontal dotted lines for writing notes, spanning the width of the page.

Graphic design by  
**Andrea Venanzi**  
Translation:  
**Annalisa Distasi**

