

## Organizational Theory

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

## Economic Principles

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

## Quantitative Methods I

Descriptive statistics. Probability and basic mathematical statistics. Confidence intervals, hypothesis testing. ANOVA. Regression analysis. Logistic Regression. Categorical data analysis. Non-parametric statistics.

## Quantitative Methods II

Matrix algebra. Principal components analysis. Correspondence analysis. Multivariate regression. MANOVA. Discriminant analysis. Cluster analysis. Systems of equations. Factor analysis. Structural equation models

## Quantitative Methods III

This course is designed to provide an in-depth discussion of several advanced topics on the use of inferential and multivariate statistics, which are critical for conducting empirical research in the social sciences.

## Research Methods

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

## Qualitative Research Methods

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

## Paper Crafting

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

## Ethics and Humanities

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

## Psychology

Introduction to "micro" level perspectives on analyzing and conducting behavioral science research. This course focuses primarily on the field of social psychology, a basic disciplinary field that addresses phenomena and research questions across a very broad array of topics that are relevant for management

## Principles of Organizational Behaviour

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

## Principles of Entrepreneurship

To provide the student with an understanding of the fundamentals of research on entrepreneurship and family business research, the theory behind this research and its main challenges and contributions.

## Principles of Operations

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

## Principles of Strategy

Foundations of strategy. Economic and social models for strategic management. Resource management and strategic choices. Profit theories. Decision making and strategic dilemmas. Alliances and competitive positioning.

## Principles of IS

This course is designed to provide a broad introduction to key issues in information systems research, analyzing main theoretical perspectives and challenges in contemporary information systems and technologies.

### Principles of Accounting

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

### Principles of Marketing

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

### Seminar in Strategy

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

### Seminar in Organizational Behaviour

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

### Seminar in Operations

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

### Seminar in Accounting

The seminar offers an ample and detailed overview of critical theory approaches that examine accounting and management practices in organizations.

### Seminar in Marketing

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

### Seminar in Entrepreneurship

This seminar is intended to provide students with a broad understanding of major contemporary research topics in the field of entrepreneurship. Includes major topics such as: Entrepreneurial opportunity, entrepreneurial decision making, social entrepreneurship.

### Seminar in IS

Provides the foundation to research involving information systems and technology. The main objective of this seminar is to familiarize you with the academic work in the field of information systems and technology so that you can conduct your own independent research in this area.

### Research project

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