



ISTUD
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SECTION 1 – PRESENTATION OF THE COMPANY

1.1 – PRESENTATION OF THE COMPANY

ISTUD is an **independent business school** and an advanced centre of management research which acts as a 'bridge institution' between theory and practice, between academy and the professions. Founded in 1970 on the initiative of Assolombarda and a group of large Italian companies and multinationals (including Pirelli, Olivetti, IBM, SMI), its mission is to consolidate and spread a management culture based on corporate social responsibility, multiculturalism, professional upright and value production. Today, ISTUD enjoys an international reputation as a scientific and cultural centre of expert knowledge on organisation management. Besides its training programmes – and in relation to them – ISTUD has always conducted research, the results of which are incorporated into research reports, teaching materials and publications.

1.2 – ACTIVITY OF THE COMPANY

- Executive education is the core business of ISTUD, in particular **inter-company training** and **tailor-made training courses** where the Institute's expertise on individual and group learning is implemented in projects for strategic and organisational development of specific companies and institutions.
- ISTUD offers also **post graduates master programmes** targeted on employment in specific functional areas of medium-to-large firms: Human Resources Management, Marketing Management, Risk Management and Management of Health Care sector companies.
- ISTUD is committed to **development projects and research activity** aimed at building and spreading a "responsible management culture" in international context. It has developed various projects of research, capacity building, development, train the trainers programmes and management training in Latin America, Balkans, in the Eastern European Countries and in the Russian Federation.

1.3 – KEY PROJECTS/KNOWLEDGE AREAS

- **Capacity building projects:** initiatives which aim at developing local Business Schools in third countries, such as the Balkan region or South America based on train the trainers' activities focussed on: curricula development, innovative methods of teaching adults and training process management
- **HRDevelopment projects:** initiatives of management development for firms in transition economies in relation to training need assessment and design

It collaborates on a continuous base with global organisations such as the European Commission, ETF European Training Foundation, IFC International Finance Corporation and the World Bank.

1.4 – INTERNATIONAL PARTNERSHIPS

ISTUD is part of primary international networks and it is actually:

- member of EFMD European Foundation for Management Development
- member of the Conference Board;
- one of the founding members of EUDOKMA (European Research School in Management and Knowledge)
- member of the BDP/EEP Network;
- member of EABIS - European Academy of Business and Society
- an entering partner of EDAMBA - European Doctoral Programmes Association in Management and Business Administration.

SECTION 2 – SELECTED INTERNATIONAL EXPERIENCES

COUNTRY	PROJECT	DATE	FUNDING AGENCY
SERBIA, BOSNIA-HERZEGOVINA, ALBANIA	ETF TOOLKIT The purpose of the project was to build and consolidate the partnership between management training institutions and companies in the Balkan region through the dissemination and spreading of the experiences and best practices related to the use of a Tool-kit for training need assessment using an action learning approach. The dissemination has been realised through train the trainers seminars addressed to HRD consultants and HR managers and through pilot testing experiences of the Tool-Kit in selected companies.	FROM Nov 2003 TO Nov 2004	ETF-European Training Foundation
CROATIA	CHENTRE – Champions of entrepreneurship The overall aim of the project was to develop the targeted higher education institutions (University of Zadar and VERN Institute) in the field of entrepreneurship and business management studies in order to contribute significantly to the renewal of the Croatian higher education system setting a training centre for the development of entrepreneurship in Croatia.	FROM Sept 2003 TO Aug 2005	EU
EL SALVADOR	EL SALVADOR/CENTRAL AMERICA:– Faculty Development Program (FDP) The Project intended, through the creation and implementation of a Faculty Development Program (FDP) to contribute in supporting the growth of sustainable private enterprises in El Salvador. The objective was to develop a local academic Faculty with improved skills on adult education and on services for entrepreneurs in order to allow the implementation of a series of training courses and workshops addressed to SMEs entrepreneurs.	FROM May 2004 TO May 2005	IFC-International Finance Corporation
ARGENTINA	Integrated training path for Italian managers that lives in Argentina The project was addressed to Italian managers living in Argentina and was aimed at improving their employability and possible return to Italy through the development of knowledge and competences on general management and economy and finance. 2 editions of 2 courses have been carried out following the blended learning approach: Introduction to General Management; and Economics & Finance in the banking sector.	FROM Sept 2002 TO Oct 2003	Italian Ministry of Labour
EUROPE	REBUS Relationship between BUSINESS & Society The purpose of the project was to investigate how the concept of corporate social responsibility was perceived by the managements of both large and medium-to-small enterprises in Europe, and by society as a whole, with particular reference to the main stakeholders in firms. The overall objective was to single out and exchange good practices, which facilitate the assumption by the managements of European companies of responsible managerial behaviour.	FROM Nov 2001 TO March 2004	EU
EUROPE	eXeL - Exploring eLearning The purpose of the project was to better understand how good practices of e-learning European Management Education have been developed and how (under which conditions) they could be spread throughout Europe creating the basis for the review, exchange and transfer of experiences and policies among management education and training actors. The research activity has consisted in an extensive survey on the European BS associated to efmd, case studies in 15 Business Schools and interview to opinion leaders	FROM Dec 2003 TO Oct 2005	EU
RUSSIAN FEDERATION	Impact Assessment of Training for Company Development in the Russian Federation The aim of this project is to highlight the long term impacts (both at planned and unplanned level) of management training initiatives developed in the Russian Federation over the last ten years in order to understand which are today the crucial skills and competencies for Russian managers and Russian companies necessary to effectively compete - fully valuing Russian specificity and not necessarily imitating other models - both in their current socio-economic context and in a global economy.	FROM Nov 2004 TO May 2006	ETF- European Training Foundation
ALBANIA, BOSNIA-HERZEGOVINA, FR YUGOSLAVIA, FYR MACEDONIA	IMPACT- IMPROVING TRAINING ACTORS The Project aimed at enhancing the teaching skills of management faculties in SEED countries disseminating best practices in entrepreneurial and management training and developing training competencies of the greatest International Business Schools (in particular active methodologies skills and training process understanding). The project was a 4-week training in modern methodology in teaching adults; twenty-one professors and consultants from the Balkan region participated.	FROM Oct 2002 TO Jan 2003	SEED - World Bank