

SECTION 1 – PRESENTATION OF THE COMPANY

1.1 - PRESENTATION OF THE COMPANY

SDA Bocconi was founded in 1971 in Milan and since then it has always applied scientific rigour together with updated teaching methods to management instruction. SDA Bocconi is accredited by International Bodies (EQUIS-European Quality Improvement System and the Association of MBAs). SDA Bocconi participates in the most important international rankings ranging around the 30th position in the world. Thanks to the close relationship with the Bocconi University, SDA Bocconi's faculty renew their knowledge and skills in order to meet the executives' needs. The School has a large permanent catalogue which allows both individuals and companies of any size, nationality or segment to find the right path for their postgraduate education. Besides, the School always tries to establish an in-depth partnership with institutions, corporations, associations, not only in Italy but also abroad. The ongoing exchanges with international organisations give the School a world-wide boost.

1.2 – ACTIVITY OF THE COMPANY

SDA Bocconi offers a wide range of international programs: MBA programs, specialised master programs, open programs, custom programs, research activity, working papers, case studies, and study tours. It also carries out international management projects, and organises workshops and seminars.

1.3 – KEY PROJECTS/KNOWLEDGE AREAS

MBA: daily full-time MBA.

MASTERS: 7 Specialised Masters delivered in English: EMMS-Executive Master in Marketing & Sales; MA Sport-International Master in Management, Law and Humanities of Sport; MCF-Master in Corporate Finance; MAFED-Master in Fashion, Experience & Design Management; EMSHRM-Executive Master in Strategic Human resource Management; MIHMEP-Master of International Health Care Management, Economics and Policy; and MPM-Master of Public Management.

EXECUTIVE EDUCATION: various programs for the international market.

INTERNATIONAL MANAGEMENT PROJECTS: the School has helped create structures from the ground up, train resources on-site, provide services that allow new entities to continue independently, and develop nations ramp up to the challenges of the competitive world market.

RESEARCH: in order to fulfil SDA Bocconi's mission of advancing management knowledge, SDA Bocconi's faculty take great care for combining our educational activities with comprehensive and rigorous research, where theory is interwoven with concrete applicability.

1.4 – INTERNATIONAL PARTNERSHIPS

FOR EDUCATIONAL PROJECTS: China Europe International Business School, Esade Business School, Exeter University, INSEAD, KPMG Bulgaria, London Business School, Leningrad State University, London School of Economics, Universidad Tecnica Federico Santa Maria de Valparaiso (Chile), etc.

FOR EXCHANGE PROJECTS: Australian Graduate School of Management, China Europe International Business School, Columbia University Graduate School of Business, Esade Business School, Essec Business School, Fisher College of Business, Graduate School of International Management-University of Japan, HEC MBA, Insituto de Impresa, Kellogg School of Management, London Business School, Manchester Business School, Melbourne Business School, Rotman School of Management, Rotterdam School of Management, School of Economics and Management at Beijing, Stern School of Business, The Fuqua School of Business, Tuck School of Business, UCLA Anderson School of Management, Wharton School, etc.

FOR EXECUTIVE EDUCATION PROJECTS Copenhagen Business School, Cornell Business School, Esade Business School, Essec Business School, Goizueta Business School-Emory University, Middlesex University, Munich School of Management, HEC, Rotman University, Rotterdam School of Management, Rutgers-the State University of New Jersey, Steinbeis Hochschule Berlin, University of Florida, University of South Carolina, SOAS University of London, Waseda University, Yonsei University, Zagreb School of Economics and Management, Villanova university, Purdue University, etc.

COUNTRY	PROJECT	DATE	FUNDING AGENCY
Russian Federation	Creation of IMISP. The aim of the project was to create the International Management Institute of St. Petersburg, former Leningrad International Management Institute, in joint-venture with Leningrad State University. Russian professors were selected and trained through executive programs, international seminars, in-company courses, study tours, and research. The trainers' training took place both in Italy and in Russia, while all the other activities took place in Russia.	IN 1989	Bocconi University
Hungary	Realization of an agribusiness survey. The aim of the project was to carry out a survey on prospects for EC-Hungarian agroprocessing joint-ventures.	FROM 1990 TO 1992	WORLD BANK
Turkey	Creation of a course for public Turkish officials. The course named "Social Policy in the European Community" aimed at defining the public Turkish officers' competencies at a European level.	IN 1991	UNCTAD
Russian Federation	Development of MBA program. The aim of the project was to set up an MBA program at the International Management Institute of St. Petersburg. Partner countries: Italy, France, Spain, and England.	FROM 1992 TO 1995	EU-TACIS
Bulgaria	Creation of a human resources development program. The aim of the project was to create a program for managers of state companies, ministry officers, etc, involved in the development of the denationalization in Bulgaria. Partner countries: Italy, France, Belgium, Spain, and China.	FROM 1992 TO 1996	EU-PHARE
Thailand	Establishment of a European Studies Program at Chulalongkorn University, Bangkok. The project aimed at carrying out research, organising conferences and letting foreign visiting professors and scholars work at this university. Partner countries Italy, France, Germany, England, and China.	FROM 1992 TO 1999	EU
Argentina	Development of a Management School at UADE. The project aimed at selecting and training the trainers, and creating courses for the Universidad Argentina de la Empresa.	FROM 1993 TO 1997	UADE
China	Development of China-Europe International Business School. The project aimed at developing the Business School in Shangai together with the launch of an MBA program, an executive MBA and short-length executive programs.	FROM 1995 TO 1996	EU
Mongolia	Strengthening of Mongolian Management Institute. The project aimed at selecting and training the trainers, creating the programs, developing the curricula, etc.	FROM 1995 TO 1997	EU
Russian Federation	Delphi – Development of Educational Links in Professional and Higher Education Initiatives. The aim of the project was to introduce innovative higher education initiatives into Russia, e-learning included. Partner countries: Italy, Germany and Holland. Contract value: €6 mio.	FROM 1999 TO 2001	EU-TACIS
Chile	Development of a Training Centre for SME managers and entrepreneurs. The projects aimed at developing new technical and managerial professionals involved in the creation and development of the SMEs in Chile, contributing to the development of the research training in this field, fostering the growing of State and non-State Institutions, and supporting the SMEs.	FROM 1999 TO 2002	MAE
Kazakhstan	KIMEP MBA Program. The project aimed at strengthening the local MBA teaching staff and KIMEP administrative staff so as to be able to train MBA students, to refine the development of the MBA program, to adapt the requested MBA course contents, reading materials and teaching methods towards the Kazakhstan settings, and to monitor and evaluate the teaching and research processes.	FROM 2000 TO 2002	EU-Europeaid (TACIS)

Bulgaria	Management Training Program. The aim of the project was to support the Bulgarian companies and the Association of Entrepreneurs and Managerial Consultants in the process of conformity with the European standards. Partner countries: Italy, England, China, and Bulgaria. Contract value: €2 mio.	FROM 2000 TO 2002	EU-PHARE
Latin America	Enhancing international investments in SMEs. The project aimed at increasing the transfer of knowledge between IED (inversion extranjera directa) and SMEs in production clusters in Latin America. The project focused on the development of case studies on production clusters with high density of SMEs which received foreign direct investment in the last 20 years.	IN 2004	IADB
Italy - Spain	EMMS-Executive master in Marketing & Sales. Executive master Program in collaboration with ESADE Business School	IN 2006	
Japan	ETP – Executive Training Program in Japan A managerial training programme financed by the EU. In cooperation with SOAS (London), Science PO (Paris) e Waseda (Tokyo).	IN 2006	EU
Korea	ETP – Executive Training Program in Korea A managerial training programme financed by the EU. In cooperation with SOAS (London), Science PO (Paris) e Waseda (Tokyo).	IN 2006	EU
	EABIS - European Academy of Business in Society - 5th Annual Colloquium 2006: Corporate Sustainability, Strategic Management & the Stakeholder View of the Firm - 11-12 September 2006.	IN 2006	
	EIASM - European Institute for Advanced Studies in Management - Second Workshop on Cooperation Strategy toward a new kind of interfirm dynamics - 14-15 September 2006.	IN 2006	
	ECGI - European Corporate Governance Institute - National Meeting hosted by SDA Bocconi - Milan 27/03/06	IN 2006	