

FACULTY AND 2017 PARTNERS

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University of Moscow - Prof. E. Martinienko

Universidad Autonoma de Barcelona - Prof. F. Camonita

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Unicredit and Res Foundation - Prof. A. Asmundo

Benetton Group - Dott. P. Vasques - Global Director for Industrial Relation

Facilities:



Lab with 40 computer stations
Free WI-FI



Library with more than 100 seats

16.594 Volumes and 1.991 Periodicals

Free Internet and worldwide data-banks connection
WI-FI

Coordinator: **Antonello Miranda** - Professor of Comparative and European Law
Fellow of the society of advanced legal studies - London University
<http://unipa.academia.edu/AntonelloMiranda>, antonello.miranda@unipa.it

Supervisor: **Salvatore Casabona** - Professor of Comparative and International Trade Law
salvatore.casabona@unipa.it

Placement and follow up courses: Prof. **Francesco Ceresia** <http://www.placementdems.unipa.it>

Information for international students: <http://www.unipa.it/target/international-students/en/>

International Students Office: Dott. **Valeria Floriano** - valeria.floriano@unipa.it

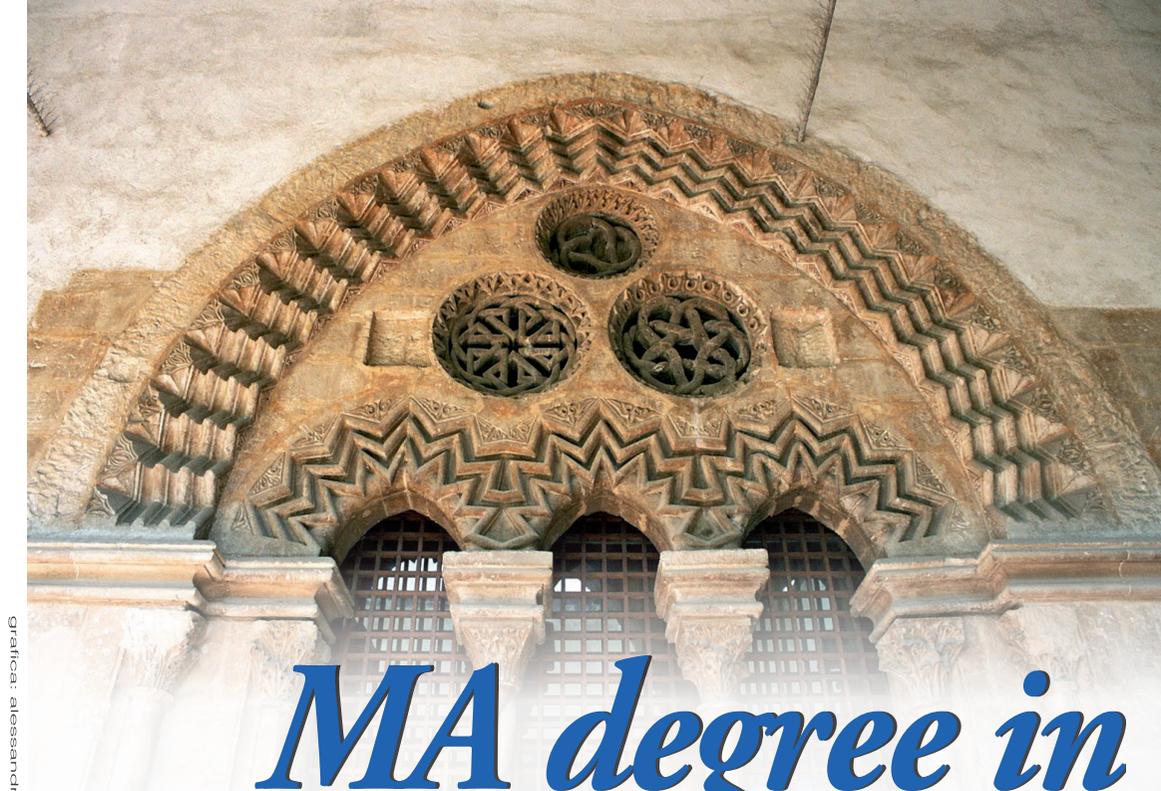
Administrative staff: Mr. **Luigi Giunta**, luigi.giunta@unipa.it, PH: +39 (0)91 23892704

Location:

Department of Political Sciences and International Relations

Via Ugo Antonio Amico 4, Palermo (Italy) - <http://portale.unipa.it/dipartimenti/dems> - dems@unipa.it

<http://www.unipa.it/dipartimenti/dems/luoghi.html>



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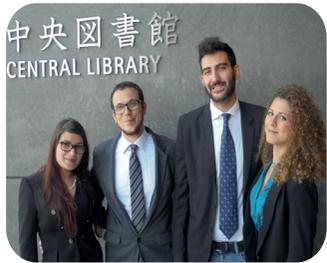
MA degree in International Relations International Trade

Laurea Magistrale in Relazioni Internazionali
curriculum **Commercio Internazionale**



UNIVERSITÀ
DEGLI STUDI
DI PALERMO





The Foreign Trade Program provides students with a fundamental understanding of international business and professional knowledge in the field of foreign trade, along with compliance strategy ethics and a good attitude through which to contribute to societies development. We utilize case studies, problem-based learning and group projects, to facilitate an excellent learning environment.

Our Mission is to attract professionals from all over the world in a culturally diverse mix to foster an environment of creativity and dynamic interaction.

We accomplish our mission...

- By setting high academic standards for our students.
- By promoting interaction between academia and the business world.
- By building a platform for students to apply and practice their management skills.

CAREER OPPORTUNITIES

- Foreign trade companies
- Enterprises in the field of international transportation, international finance, banking and insurance, import/export operations and international marketing
- Foreign capital corporate
- State agencies of foreign trade
- International operations of foreign trade research and development

LEARNING OUTCOMES

Knowledge:

- Achieve understanding in socio-economics and international business, international law and business cultures
- Obtain advanced knowledge in planning, operating and implementing foreign trade activities

Skills:

- Drafting international contracts
- Analysis of the 'Country Risk'
- Techniques and methodology of business compliance procedure
- Countering economic crimes
- Planning and control of public and private enterprises
- Managing import/export procedures

SYLLABUS



Compulsory courses in the first academic year are:

- INTERNATIONAL TRADE LAW
- INTERNATIONAL TAX LAW
- CONFLICT OF LAWS
- INTERNATIONAL ECONOMICS AND EUROPEAN HISTORY
- URBAN MIGRATION POLICIES
- GLOBAL POLITICS

Compulsory courses in the second academic year are:

- HISTORY OF INTERNATIONAL AND COMMERCIAL RELATIONS
 - HISTORY OF INTERNATIONAL AND COMMERCIAL INSTITUTIONS
 - HISTORY AND INSTITUTIONS OF AFROASIATIC COUNTRIES

Elective courses (students can choose up to 30 credit course)

- WORKSHOP ON BUSINESS FOREIGN LANGUAGE 6 credits (option between English, French, Japanese)
- PRINCIPLES OF BUSINESS AND PUBLIC ADMINISTRATION 12 credits
- INTERNATIONAL COMMERCIAL LAW 12 credits
- ORGANISED CRIMES AND ECONOMY 12 credits

Path of Excellence (optional)*

Internship 9 credits

Training activities (workshops, seminars, conferences etc.) 3 credits

Dissertation 21 credits

Internships and path of excellence

MA candidates are given the opportunity to strengthen their managerial skills and gain hands-on working experience through internships with local or foreign enterprises. These internships build students' knowledge of the industry knowledge and confidence to work on the world stage.

*Path of Excellence, only opened to the best students of the M.A. program, represents an extraordinary opportunity to attend to intensive seminars held by national and international experts, and scholars, as well as entrepreneurs in specific fields particularly sensitive to international trade. Path of Excellence consists of workshops run by high-level experts, academics and practitioners.

Partnerships

