



YOUR CORPORATE VISION

MILANO | ITALY

EXECUTIVE STUDY TOUR

SDA BOCCONI SCHOOL OF MANAGEMENT FOR GNAM:

THE DISCOVERY OF THE ITALIAN EXCELLENCE

Milan, October 14-18, 2019

This draft: March 1, 2019



Bocconi

ESTABLISHED IN 1902

SPECIALIZED IN ECONOMICS, MANAGEMENT, FINANCE, LAW & SOCIAL SCIENCES

- + **14,000** STUDENTS
- **9** BACHELOR PROGRAMS
- **12 MASTERS OF SCIENCE**
- 7 PRE-EXPERIENCE SPECIALIZED MASTERS
- 5 PH.D. PROGRAMS
- + 350 CORE FACULTY

600 STAFF



ESTABLISHED IN 1971

+ 3,000 PARTICIPANTS IN OPEN EXECUTIVE PROGRAMS

700 PARTICIPANTS IN MASTER PROGRAMS FROM 70+ COUNTRIES

MOOCS ACTIVITY REACHING MORE THAN **70.000**PARTICIPANTS TECHNOLOGICALLY ADVANCED LEARNING SOLUTIONS ON & OFF CAMPUS

250 CORE FACULTY

100 STAFF

100,000 ALUMNI IN over 101 COUNTRIES

ABOUT SDA BOCCONI













EMPOWERING
LIVES THROUGH
KNOWLEDGE
AND IMAGINATION



BASED IN MILAN

275+ UNIVERSITIES & PARTNER SCHOOLS IN 54+ COUNTRIES
PAN-ASIAN HUB IN MUMBAI



SDA BOCCONI INTERNATIONAL RANKINGS



#6 BS in Europe - European B-Schools Rankings 2018

#9 MBA in Europe, #31 MBA Worldwide - Global MBA Rankings 2019

#6 in Europe, #7 Worldwide - Custom Education Rankings 2018

#7 BS in Europe, #11 Worldwide - Executive Education combined Rankings 2018

#7 BS in Europe – Master in Finance Pre-Experience 2018

#6 BS in Europe – Master in Management 2018

Bloomberg Businessweek

#5 Best International Business Schools Rankings 2018 (Non US MBA Programs)



#10 in Europe QS Global MBA Rankings 2018

#22 Worldwide QS Global MBA Rankings 2018

#10 in Europe QS Global EMBA Rankings 2018

#19 Worldwide QS Global EMBA Rankings 2018

Forbes

#5 MBA Program outside US - Forbes 2017





#5 MBA in Europe, **#24** MBA Worldwide - Full-Time MBA Ranking 2018

TRIPLE CROWN TO SDA BOCCONI AACSB 2011 - EQUIS 1998 - AMBA 1992

A select 76 out of 10.000 Business Schools Worldwide hold the triple accreditation

FACULTY

The faculty of SDA Bocconi School of Management aims to generate and spread knowledge through research and education, helping professionals, businesses and institutions increase their value.

SDA Bocconi faculty team, which consists of professors and researchers, regularly collaborates with external organizations, also inviting guest speakers and welcoming visiting professors.

As a result, the faculty is highly diverse and extremely dynamic, which is reflected in its core values including multiculturalism, integrity, plurality and innovation.

In addition to the Permanent Faculty, comprised of tenured professors, Bocconi has steadily brought in faculty resources from top research institutions around the world, and enjoys the qualified contributions of Adjunct and Visiting Professors, Post Doc and Teaching Fellows.

FACULTY

The quality of teaching and the extent to which teaching staff worked toghether to present a coherent programme



EXECUTIVE STUDY TOUR: A FULLIMMERSION LEARNING EXPERIENCE

For more than a decade SDA Bocconi School of Management has been organizing customized educational programs for top managers and EMBA/MBA candidates from all over the world (Colombia, USA, India, China, Russia, Germany, Spain, UK, France, Switzerland, Norway, Korea, Netherlands, Greece, Denmark and other countries), according to the study tour formula.

An Executive Study Tour at SDA Bocconi is a unique learning experience that allow participants to immerse themselves in a stimulating **field-learning environment**.

Through this involving program they can discover cutting edge business models and managerial tools in an artfully-constructed educational experience, consisting of interactive seminars, guest-speaker sessions, round tables, company visits and cultural events.





THE DISCOVERY OF THE ITALIAN EXCELLENCE: A LEARNING SAFARI FOR GNAM

Learning Objectives

In the modern «new normal» business context, MBA and EMBA students have to learn to think as entrepreneurs, regardless of their future career choices, balancing a creative vision with a solid management approach.

The Learning Safari designed for GNAM has the goal to introduce participants both to the entrepreneur mindset and the best-practice strategies of growth implementation adopted by successful Italian and European companies.

Learning Formula

The program is designed according to a hands-on framework: real-life cases and examples are combined with practical managerial tools and frameworks regarding the formulation and implementation of a unique strategic positioning.

The five-day program blends interactive seminars and company visits to provide participants with a variety of best practices that can be used by companies to:

- differentiate themselves from competitors
- create value for their customers
- communicate efficiently their product/service offering
- ensure the consistent delivery of quality and strategy implementation.

THE DISCOVERY OF THE ITALIAN EXCELLENCE: A LEARNING SAFARI FOR GNAM - TENTATIVE PROGRAM

Mon. Oct 14

Tue, Oct 15

Wed, Oct 16

Thu, Oct 17

Fri, Oct 18

The Excellence of the Made in Italy

Differentiation Strategies

Excellence through R&D, Operations & Brand

Excellence in the food & beverage industry

Value creation in luxury

Introduction to the Italian economy and culture.

Doing business in Italy: some cultural biases

The structure of the Italian economy: macroeconomic and political backgrounds

Demographic situation and its impact on the economy

How Italian branding evolves: from niche to lifestyle

Introduction to differentiation strategies.
Launching a unique differentiated product in a mature industry: the "Moleskine case study"

The evolving business of Luxury underwear. The repositioning of La Perla

Visit to La Perla* show room and conversation with the management team Implementation of differentiation strategies: procurement and supply chain management best practices.

Excellence from R&D and production to brand management: company visit to Maserati*

Differentiation in strategies and services in food & beverage firms:

the case of Eataly (company visit in Milan)*

How firms in Food & Beverage industries create value for customers?

Value creation in luxury industries: key managerial tools

Differentiation strategies in the international context:

best practices of yacht, jewelry, fashion and hotel industries

SIDE ACTIVITIES IN MILAN

GAE AULENTI SQUARE

In 2012 was inaugurated the newly designed district of Milan which has changed the skyline of the town.

The square and the surrounding buildings were designed by the most important international architects

FONDAZIONE PRADA

For the last two decades, Fondazione Prada's activities have analyzed intentions and relevance through an evolution of projects. These have included 'Utopian' monographic artist commissions, contemporary philosophy conferences, research exhibitions

With the opening of a permanent cultural complex in Milan, the Fondazione offers new opportunities to enlarge and enrich our processes of learning.





SIDE ACTIVITIES IN MILAN

MILAN MUSEUMS

Palazzo Reale - a former Royal Palace with its large halls, refined furnishings and sweeping staircase, is today an important exhibition venue and cultural centre.

MUDEC - (Museum of Cultures) is the latest addition to the museum landscape of Milan. It is a centre dedicated to interdisciplinary research on the cultures of the world, and focuses on the relationship of these cultures with the city of Milan.

Pinacoteca di Brera - The Pinacoteca di Brera (Brera Art Gallery) houses one of the main art collections of Renaissance art in Italy with over 500 works dating from the 14th- 20th century. Opened to the public in 1809, it is situated in a beautiful 17th century building alongside.

CENACOLO

"The Last Supper" is situated in Milan in the ex refectory near the Sanctuary of Santa Maria delle Grazie. It was painted between 1494 and 1498 by Leonardo da Vinci.

The Last Supper shows one of the most important scenes, and the richest in meaning from the Gospel according to John.

CONTACTS@SDA BOCCONI

Francesco Daveri
Program Director
MBA Director
francesco.daveri@sdabocconi.it

Maria Luisa Ortini Corporate Development Head marialuisa.ortini@unibocconi.it

