

**MASTER'S THESIS GUIDELINES**  
**Master's Degree Programme in International Management**

*Head of the IM degree: **Professor Elisa Martinelli***

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To complete the IM degree course, all students must submit a Dissertation or Thesis, which will be presented and discussed in the thesis defence.<sup>1</sup>

The thesis/dissertation will be written in English and should constitute a piece of original work which involves conducting research on an approved topic related to the Master's degree programme contents. The dissertation should combine both theoretical and empirical aspects, although one component may be more prominent than the other one. The thesis research project can also stem from an internship experience.

Overall, the thesis is expected to demonstrate the student's ability to apply theoretical and analytical knowledge, and to tackle complex issues within a subject related to the curriculum.

Throughout the thesis-related research projects, students will be supported and supervised by a teacher/supervisor (also known as "relatore").

Supervisors will be assigned to students by an appointed Committee.

Students can apply for the allocation of a supervisor only if (1) they have completed all the exams included in their study programme or (2) if they still have to take exams but the total number of credits to be earned does not exceed **15 ECTS**.

Students who have been selected for the MORE Overseas programme and for the Modena-Bochum Double Degree (DD) programme can apply for the allocation of a supervisor even though they still have to take exams and the total number of credits to be earned exceeds 15 ECTS. In this case, however, the Professor responsible for coordinating the exchange within the MORE Overseas or Modena-Bochum DD programmes will be appointed as their supervisor.

**How to apply for the allocation of your thesis supervisor?**

→ Fill in the form available at: [thesis supervisor allocation form](#)

The supervisor's allocation procedure requires students to fill in and submit the above-mentioned form. Applications will be evaluated three times a year. The deadlines are:

- at the end of the Winter term – deadline: **19<sup>th</sup> February 2020**
- during the Summer term – deadline: **11<sup>th</sup> June 2020**
- at the end of the Summer term- deadline: **27<sup>th</sup> September 2020**

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<sup>1</sup> The thesis defence ('viva') is an oral examination forming part of the final assessment process for Master's students.

Students will be informed about their thesis supervisors approximately within a month after each deadline.

**Note 1:**

In filling out the form, **students must express their preferences for each Professor eligible** as thesis supervisor within the Master's Degree Programme in International Management, **ranking them from the highest (1st choice) to the lowest one (last choice)**. During the assignment process, the Committee will take students' preferences into consideration as far as possible. **However, in order to ensure a fair distribution of teaching commitments among the Professors**, the Committee may appoint as supervisor a Professor, **who does not correspond to the students' first choices**.

This is the list of Professors from which students can select their preferences:

- **BERNARDO BALBONI** (New ventures and business model design; Value creation within multinational enterprises; Industrial marketing)
- **STEFANO BORDONI** (Business intelligence)
- **TIZIANO BURSI** (Internationalization strategies; Entry strategies in foreign markets; Evaluation and selection of international markets; Supporting policies of internationalization strategies)
- **MADDALENA CAVICCHIOLI** (Statistical learning and prediction from data; Econometrics; Time series models, Stochastic Processes, Nonlinear Models, Estimation Methods, Testing Problems, Algorithms for Model Selection)
- **YLENIA CURZI** (Digital transformation of work and changes in working conditions; Performance Management Systems; Organization and wellbeing at work; High Involvement/High Commitment/High Performance Human Resource Management practices)
- **DONATELLA MALAVASI** (The language of business communication; The language of the new media; Inter- and cross-cultural communication; CSR communication)
- **GIANLUCA MARCHI** (Innovation and creativity management; Start up and new ventures; Internationalization strategies; Knowledge management)
- **ELISA MARTINELLI** (Retail branding strategies; supplier- retailer relationships; Country of Origin Effect; Shopping buying behavior/Customer satisfaction and loyalty; dynamic capabilities; disaster management and enterprise resilience)
- **FEDERICO M. MUCCIARELLI** (International insolvencies, international company law, recognition of foreign judgements)
- **MARINA GIOVANNA MURAT** (Development and migration. Education and gender. International trade and foreign direct investments. Countries' institutional interactions.)
- **SERGIO PABA** (Firms, competition and regulation in new industries and multi-sided markets; Innovation policies, fourth industrial revolution, new manufacturing; Global value chains and the evolving geography of production; China and emerging markets)
- **CINZIA PAROLINI** (International Market Analysis; Business planning)
- **MARINA VIGNOLA** (International strategic alliances; Knowledge transfer process between foreign firms; innovation adoption in an international BtoB context; Internationalization strategies)

**Note 2:**

While submitting their supervisor's allocation request, students may apply for a company internship by filling the specific section of the application form and uploading their up-to-date and detailed CV. As far as the choice of the Company Internship Projects, students' decisions are to be considered as final and binding. The IM Thesis Committee will allocate the Company Internship Projects to students by means of an interview. Moreover, the IM Thesis Committee will assign selected students to their supervisor on the basis of the activities performed during the internship. The Committee may therefore appoint as supervisor a Professor, who does not correspond to the students' first choices.

**The list of company internships offered by the Department is available in the on line application form.**

**Note 3:**

Students who have autonomously identified a company internship should report it **(duly in advance) to the Head of the IM degree, Professor Elisa Martinelli, and get authorization**. Moreover, they are required to indicate in the specific section of the application form: the company name, location, product sector, period, activities performed, assigned company department and tutor, and to upload the proposed thesis project (2 pages). The IM Thesis Committee will assign these students to their supervisor only if the thesis project and activities performed during the internship are considered as valuable and coherent with the degree aims. The Committee may appoint as supervisor a Professor, who does not correspond to the students' first choices.

**Note 4:**

In order to enter the supervisor allocation process, the form must be completed correctly (mandatory questions are marked with an asterisk). Students must check the information they have inserted and, if correct, press "Send" to finally submit their application.

*Updated: **FEBRUARY 2020***