**Course title:** Management of Profit and Non-profit Organizations  
**Course year:** 2  
**Semester:** 1  
**Course code:** 17242  
**Scientific sector:** SECS-P/06  
**Lecturer:** Michele Mosca  
Michele.Mosca@unibz.it  
**Module:** /  
**Lecturer other module:** /  

<table>
<thead>
<tr>
<th>Credits:</th>
<th>6</th>
<th>Total lecturing hours:</th>
<th>45</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Hours of availability for students and tutoring:</strong></td>
<td>18</td>
<td><strong>Office hours:</strong></td>
<td>From Monday to Friday on request</td>
</tr>
<tr>
<td><strong>Attendance:</strong></td>
<td>According to the regulation</td>
<td><strong>Teaching language:</strong></td>
<td>English</td>
</tr>
<tr>
<td><strong>Propaedeutic course:</strong></td>
<td>None</td>
<td><strong>Course description:</strong></td>
<td>Management of Profit and Non-profit Organizations is a course designed to prepare students for the comprehension of the management of profit and non-profit organizations in a constantly changing world. The course addresses topics of special importance concerning the different model of governance and strategic management of profit and non-profit organizations. It also provides explanations on how non-profit organisations can overcome market and public failure. Pioneering theme as the recent reform on the Italian Third Sector will illustrate the possibility to expand and increase non-profit activities in different markets and among these the role that they can play in building cohesive societies able to produce antidotes to defeat criminal organisations.</td>
</tr>
<tr>
<td><strong>Specific educational objectives:</strong></td>
<td>The course introduces basic economic concepts related to the management of profit and non-profit organisations. A specific economic basis is not required. The experience of the last 15 years has envisaged how relevant are non-profit organisations as a model of organisation that develops ways to enhance knowledge and skills, which provide the organisational structure and workers a better ability to adapt to change, development and growth and to pursue social finalities. The course introduces students to economic and socioeconomic elements connected with the management of profit and non-profit organizations.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
| **List of topics covered:** | Economics of learning organisations  
Microeconomics of profit and non-profit organisations  
Management of different model of profit and non-profit organisations |
| **Teaching format:** | Lectures |
| Learning outcomes: | 1. **Knowledge and understanding**  
- Understanding the role of the management of profit and non-profit organisations in the economy and society.  
2. **Applying knowledge and understanding**  
- Be able to analyse the management of profit and non-profit organisations in comparison with public bodies.  
- Be able to provide policy indication to public institutions to improve the positive effects of the management model on the workers, group and structure.  
3. **Making judgments**  
- Be able to make judgements of the importance of the profit and non-profit organisations among its members and learning from the process itself.  
- Be able to propose cultural processes suited to creating the environment and systems needed to ensure a continuous growth.  
- Be able to equip with the necessary skills to create, acquire and transfer knowledge efficiently and fast inside the organisations.  
4. **Communication skills**  
- Be able to prepare a written or oral communication by using a proper language when treating with profit and non-profit organisations.  
- Be able to communicate with other institutions involved in the production of goods and services.  
5. **Learning skills**  
- Be able to expand and deepen the knowledge acquired by using the proper tools and documentation both at scientific and policy oriented level. |

| Assessment: | The assessment consists in:  
Written exam with open questions + oral discussion to verify the results of the elaboration of experiences and/or topics of the course. |

| Evaluation criteria and criteria for awarding marks: | Final mark  
- Written exam with open question (criteria for evaluations are appropriate understanding, logical structure, autonomous judgment, richness of examples). |

| Required readings: | Specific sources and references will be provided at the beginning and during the course. |

| Supplementary readings: | Will be provided during the course. |