**Course title** | Introduction to Management  
Course code | 30160  
Scientific sector | SECS-P/08  
Degree | Tourism, Sport and Event Management  
**Semester and academic year** | 1st Semester – 2024/2025  
Year | 1st year  
Credits | 6  
Modular | No  
Total lecturing hours | 36  
Total lab hours | -  
Total exercise hours | 18  
Attendance | suggested, but not required  
Prerequisites | not foreseen  
Course page | [https://www.unibz.it/it/faculties/economics-management/bachelor-tourism-sport-event-management/course-offering/?academicYear=2024](https://www.unibz.it/it/faculties/economics-management/bachelor-tourism-sport-event-management/course-offering/?academicYear=2024)  

**Specific educational objectives**  
The course refers to the basic educational activities and belongs to the scientific area of Business Administration.  

The main objective of the course is to provide a general overview of scientific content in the area of general management. It focuses on the scientific notions related with general management covering the main functions of management such as planning, organizing, and controlling, and specific topics like managerial decision-making and quality management.  
In the end of the course students should be able to understand different approaches to management and reflect on their own management style.

**Lecturer** | Dott. Claudia Cozzio  
Mail: Claudia.Cozzio@unibz.it  
Campus Bruneck-Brunico, 1st Floor, Professors Room 1.08;  
Link Website: [https://www.unibz.it/it/faculties/economics-management/academic-staff/person/42530-claudia-cozzio](https://www.unibz.it/it/faculties/economics-management/academic-staff/person/42530-claudia-cozzio)  

**Scientific sector of the lecturer** | SECS-P/08  
**Teaching language** | English  
**Office hours** | [https://www.unibz.it/en/timetable/?department=26&degree=13009%2C13134](https://www.unibz.it/en/timetable/?department=26&degree=13009%2C13134)  

**Lecturing assistant** | TBD  
**Teaching assistant** | -  
**Office hours** | -
The course covers the following main topics:

1. What is management and who is a manager
2. The history of managerial thought
3. Planning in management
4. Organizational structures and human resources management
5. Understanding leadership
6. Controlling work and organizational processes

Frontal lectures, discussions of case studies, exercises

Knowledge and understanding
- Knowledge and understanding of enterprises’ management theories
- Knowledge and understanding organizational behavior in different settings
- Knowledge and understanding organization and management of human resources
- Knowledge and understanding of the interplay between different functions of management

Applying knowledge and understanding
- Ability to apply diverse aspects of managerial theory to the service sector
- Ability to analyze internal and external managerial problems offering possible solutions
- Ability to manage human resources in different organizational settings
- Ability to see management of the organization as separate functions and as a whole

Making judgments
in order to choose and apply management theories with respect to the current situation of the firm

Communication skills
in the ability to discuss situations relevant for management in a precise and coherent way

Learning skills
through acquisition of basic notions of general management and instruments and models of managerial decision-making

Attending students:
Project and group presentation: 30% of the final grade
Final written exam: 70% of the final grade.
The presentation will require students to work in groups
The final written exam consists of multiple choice questions aimed at evaluating general understanding of managerial theories and concepts, and essay style questions evaluating capacity to express independent judgment with respect to a managerial situation. Duration exam: 90 minutes.

**Non-attending students:**
Final written exam: 100% of the final grade
The final written exam consists of multiple choice questions plus brief open questions aimed at evaluating general understanding of managerial theories and concepts, and essay style questions evaluating capacity to express independent judgement with respect to a managerial situation.
Duration exam: 120 minutes

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<tr>
<th>Assessment language</th>
<th>English</th>
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<td><strong>Evaluation criteria and criteria for awarding marks</strong></td>
<td>The assessment of group presentation is based on the ability to apply theoretical knowledge, ability to work in a team, creativity, critical thinking, problem solving. The assessment of written exam is based on the relevance with respect to the question and clarity in exposition, ability to base own opinion on acquired knowledge and critical thinking, ability to structure response into concise and clear way. NOTE: Project work is valid for the academic year only in which the work has been taken place and cannot be carried over beyond that timeframe.</td>
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