



UNIVERSITÀ POLITECNICA DELLE MARCHE

Università Politecnica delle Marche

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FACOLTÀ DI ECONOMIA G.FUÀ
Department of Management



Ancona is a city and a seaport in the Marche region, as well as its capital city
It is located on the central Adriatic coast and it is one of Italy's most important ports.
Population – 102,997 inhabitants



The oldest Universities of the Marche Region

(Urbino, Camerino and Macerata) date back to the Middle Ages.

After the Second World War there was an attempt to create a unified University with faculties across the whole Region

Important Dates

1959 – start-up of the Faculty of Economics and Commerce in Ancona

1969 – start-up of the Faculty of Engineering

1970 – start-up of the Faculty of Medicine and Surgery

1986 – start-up of the Faculty of Agriculture

1991 – start-up of the Faculty of Science, with a strong focus on marine science



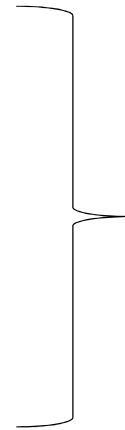
UNIVERSITÀ
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Three pillars of UNIVPM

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PEOPLE
CONTAMINATION
INNOVATION



OUR MISSION



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Areas of UNIVPM

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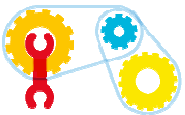
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Agriculture



Economics



Engeneering



Medicine & Surgery



Sciences

46 degree courses

12 Departments

700 professors/researchers

17.000 students

650 administrative staff

5 PhD schools

35 specialization schools

(in the field of medicine and
surgery)



UNIVERSITÀ
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TEACHING and RESEARCH ACTIVITIES

Financial Accounting,
Management, Accounting,
Planning & Control
Systems, Business
Strategies, Marketing and
Business management,
Business organization,
Business Finance,
Mathematics, Actuarial
and financial mathematics,
Mathematical finance,
Financial Markets and
Institutions, Private Law,
Public Law, Labour Law,
Administrative Law, Tax
Law

Department of Management



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The Management Department is one of the 180 Italian University **DEPARTMENTS OF EXCELLENCE** defined by the Anvur and ranks 13th in relation to the contribution of the CUN 13 "Economics and Statistics" area





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UNIVPM TEAM



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Silvio Cardinali, Associate Professor at the Economic Faculty of Marche Polytechnic University at Marketing and International Markets Strategies courses. He works in the field of marketing and sales, has developed several studies and researches in sales management and geomarketing, and is the author of various national and international publications in the field.

Barbara Kulaga, PhD Candidate in Management and Law, deals with International Entrepreneurship and management of european projects. She is in research and technical staff of plural Erasmus + Projects.

Marta Giovannetti, PhD Candidate in Management and Law, deals with marketing and sales. She is in research and technical staff of Erasmus + Projects.



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OUR PROJECTS

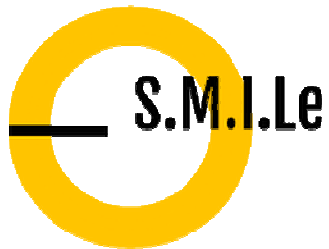


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The **"IN.K.A.M.S. - International Key Account Management & Sales"** project cofunded by the Erasmus+ Programme aims to realize, pilot, disseminate and systematize a new University-based learning program focused on International Sales & Key Account Management, which enables the development of International Sales & Key Account Management skills, with innovative, interactive modes that are adaptable to business and individual needs.

<http://www.inkams.eu>



The **"S.M.I.Le - Sales Management, Inter-culture, Learning"** project intends to create, test, validate and disseminate as a new educational standard, the competence dictionary of emerging vocational profile of the Cross Cultural Sales Agent, a key figure of b2b sales process, in intercultural context, both in house and on the field, for operations of strategic and operational commercial negotiation abroad.

<https://www.smilearning.eu>