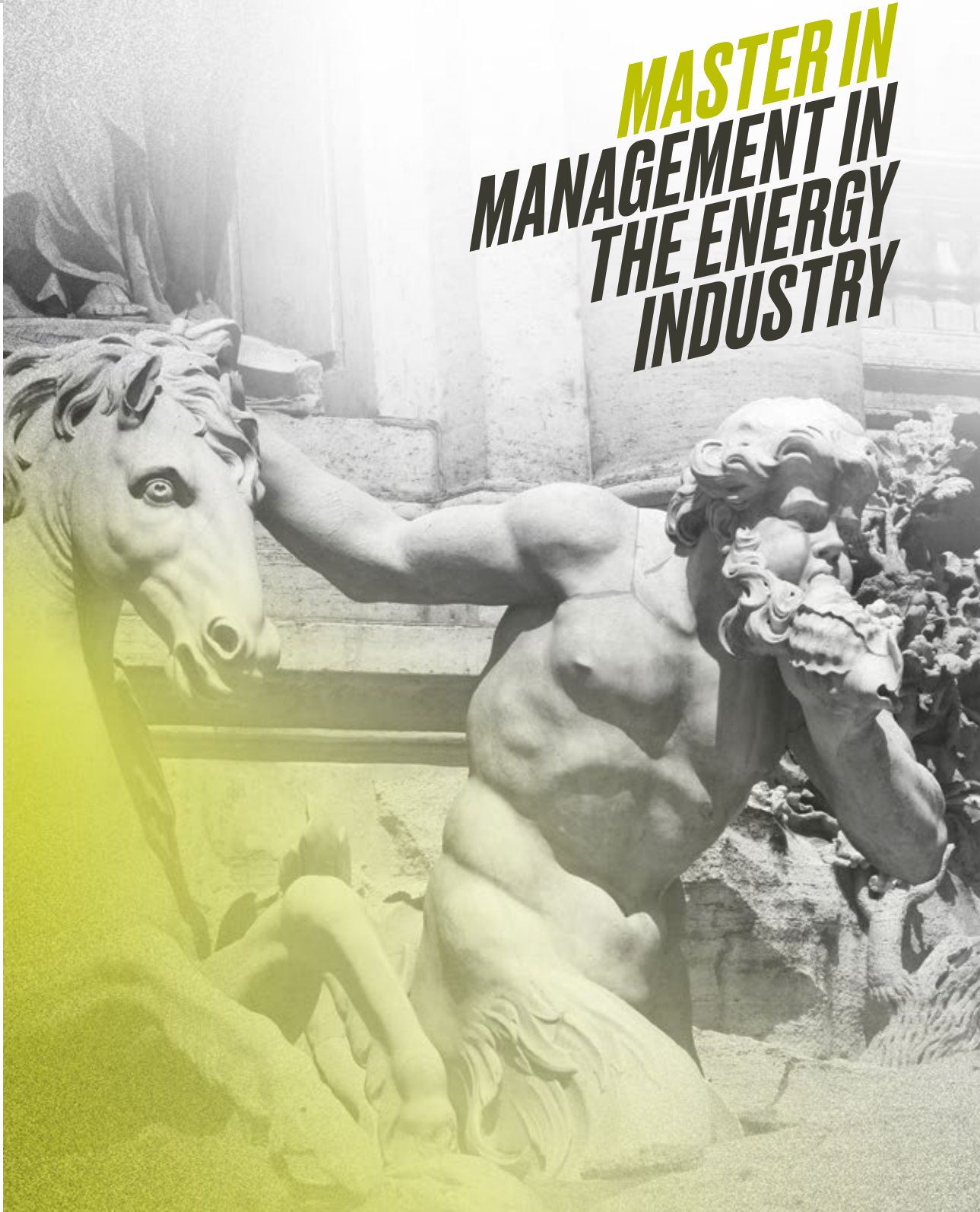


# MASTER IN MANAGEMENT IN THE ENERGY INDUSTRY



LUISS Business School Specialised Masters

In partnership with



Master Degree

 **LUISS** BUSINESS SCHOOL

## Programme Presentation

**All the main challenges we are facing, from global warming to exhaustion of fossil fuels, from economic development to sustainability, are tightly linked to the elements composing the Energy system.**

“

**The Energy Industry is nowadays at the centre of the worldwide economic and social stage. It is a worldwide system that develops along a series of complex trade-offs. The asymmetry between how long it takes for demand and prices to move and the hysteresis of supply is fundamental for the energy industry.**



It is also a characteristic of the markets in which it is difficult for an efficient competitive process to work in. Moreover, investments in technological innovation – as in the case of shale gas - irreversibly change the equilibriums.

The complexity of the sector requires a well-grounded understanding of its elements, both on the theoretical as well as on the practical side. It requires deep knowledge of the sector's global dynamics: from the complex interconnection between demand and supply at the global level, to the finer-grain implications for the development of firms engaged in

the production, distribution and consumption of energy.

This is the reason why our intention is to promote a project that is not limited to the mere transfer of basic knowledge in the Energy Industry, but to create a dynamic framework of competences that, leveraging on a solid framework of managerial tools, will be able to provide participants with a complete knowledge of the Energy Ecosystem.

Nevertheless, the participants we aim to prepare will go beyond the hard skills required to be successful, but will also be prepared to pay particular attention to

the environmental and societal dimensions that is required to guide their actions.

If you are seeking a programme that tackles all these challenges, and provides the participants with the knowledge needed to enter careers in the energy sector or energy-intensive industries, we are looking forward to welcome you at the Master in Management in the Energy Industry.

**GIAN MARIA GROS-PIETRO**  
Master in Management in the  
Energy Industry Director

”

Why LUISS Business School

LUISS Business School trains talents that will be able to promote social and business growth within small and large institutions, combining entrepreneurial spirit to unconventional qualities: creativity, with the ability to challenge all difficulties they may encounter through their career.

“ LUISS Business School enhances the entrepreneurial mindset, that combined with the ability to make the team, will produce both business growth and personal growth. ”

Paolo Boccardelli
Dean LUISS Business School

Table with 3 columns: 40% Problem based learning, 40% Lectures, 20% Simulations

The recipe of our success

- Strong relationship with Confindustria - the Confederation of Italian Industries - and with important firms
Research of best practices and business solution models

Thanks to the connection with Confindustria - the Confederation of Italian Industries - and with important firms and Italian institutions, LUISS Business School employs a network of relationships involving prominent personalities of the world, that are related to business consultancy, institutions and entrepreneurs.

Boutique service
Our School offers training programmes with customised services starting from the recruitment criteria, educational

curriculum, Labs, up to coaching and career services in order to create the conditions for a successful employability of our students.

Problem based learning
The utilised teaching methods allow students to learn through their direct interaction, together with the team-working and the sharing of experiences and solutions. Through the analysis of actual cases, the best practice study and the research of business solution models, students will get a pragmatic vision of how to approach business problems.

Location
Rome, the eternal city, offers an exclusive mix of art, culture, history and an infinite number of parks and green areas. The city is also the centre of innovative cultural and business events, the capital of the Country and seat of the government, at the same time also an important business hub open to networking. Our international campus located in the heart of the city, will offer the perfect setting for a unique experience in one of the most beautiful cities in the world.

As well as an outstanding professional training, LUISS Business School offers a unique educational experience in an international Campus in the heart of Rome.

+37,3% The increase of the number of students that have been enrolled in our Master Programmes in the last year.

The LUISS Business School Specialised masters ensure a composite experience.

# Why pursuing a Specialised Master



Our belief is that a successful career is not only counted as experience and knowledge, but also on the ability of analysis and reflection and continuous interaction with a stimulating environment, the Specialised Master of the LUISS Business School provides a unique training experience, oriented towards the extensive use of innovative teaching methods to promote a mind-set open to international context and along with the skills required by companies and organisations, with which it has great connection and constant comparison. ■

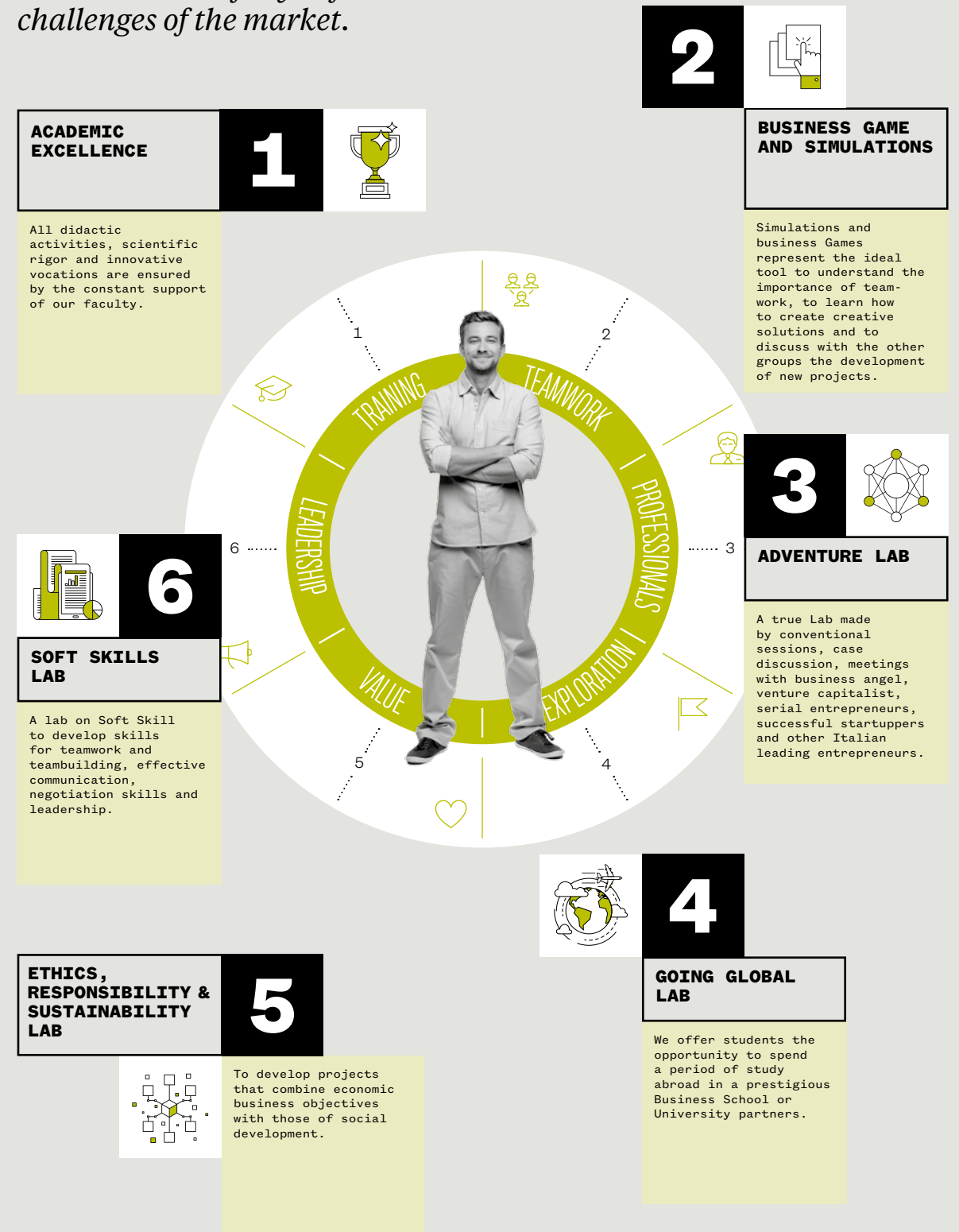
**Students will achieve a legal title composed by 60 ECTS. Therefore, we guarantee the admission of candidate's profiles that are in line with the objectives of the course and we offer academic and professional training for immediate employability.** <sup>fig.1</sup> **The Specialised Masters of the LUISS Business School assure a focused training experience.**

6 - 7

Master in Management in the Energy Industry

*Excellence in training as a winning choice to successfully defeat the challenges of the market.*

fig.1

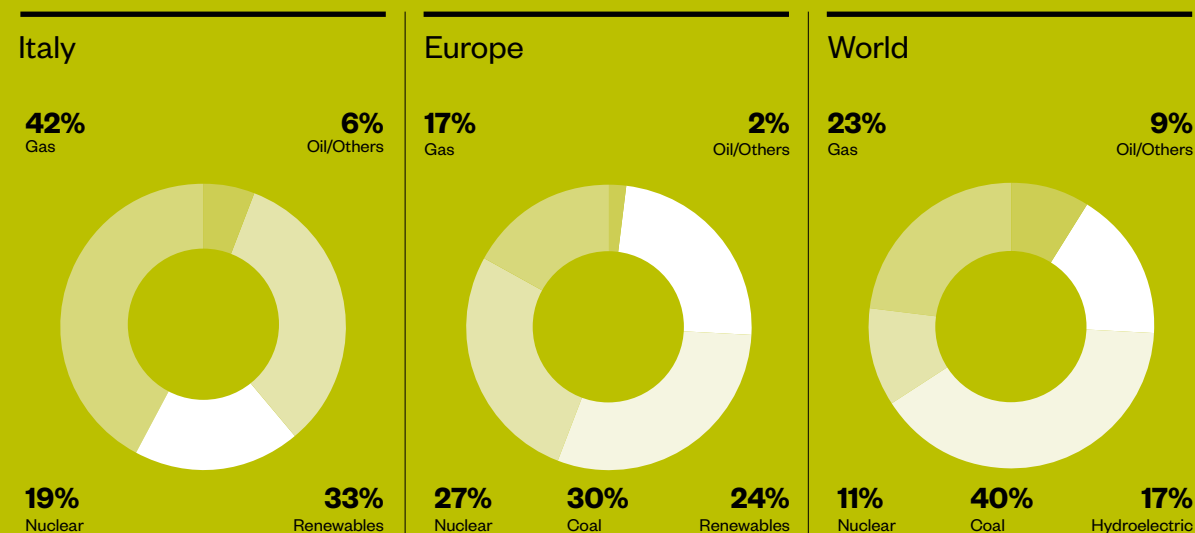


**The teaching methods used are designed to support students in a professional growth path, according to individual aptitudes and giving the tools to develop problem-solving skills, public-speaking, creativity, communication, motivation and negotiation, as well as the ability of decision-making.**

8 - 9

**ENERGY GENERATION MIX**

Source: Enerdata



**Objectives and target students**

**9**  
Months

9 months lecture based

**3**  
Months

3 months of Field Project

**Enzo Peruffo**  
Head of Specialised Master Programmes

“ **The economic scenario has really changed in recent years and it is a must to prepare professionals who are able to interpret its future developments.** Emerging market challenges have a high specificity as to make a needed solution that can drive even creatively, to the objectives pursued. ”

# The training offered

**The Master in Management in the Energy Industry aims to provide candidates with a complete education and training experience through the acquisition of managerial tools and techniques, and a concrete knowledge and understanding of the Energy Industry.**

Students will develop a through understanding of the challenges faced in the energy and sustainability field.

**Key Points**

- ✓ TOP MANAGERIAL EDUCATION
- ✓ TRAINING
- ✓ FOCUS ON SUSTAINABILITY
- ✓ UNDERSTANDING OF THE ENERGY FIELD



**Target students**

The Master is targeted for students with a Bachelor Degree or a Master of Science (or analogous foreign academic qualification) in social sciences

or engineering with a strong interest in the Energy Industry and its economic, environmental and societal dimension. Fluency in English and Personal motivation are essential requirements for admission.

Master in Management in the Energy Industry

# From classroom to the job reality

Participants will be able to transform and leverage their existing backgrounds, building competences towards the functional tasks and a solid knowledge of the energy ecosystem. Working tools and soft skills ad-hoc training will enrich their understanding of economic, environmental and social dimensions. ■

- Figures acting successfully in changing environments
- Understanding of economic, environmental and social dimensions.



300%

Increase in global ICT-related electricity consumption by 2030

16800

gigabytes per second

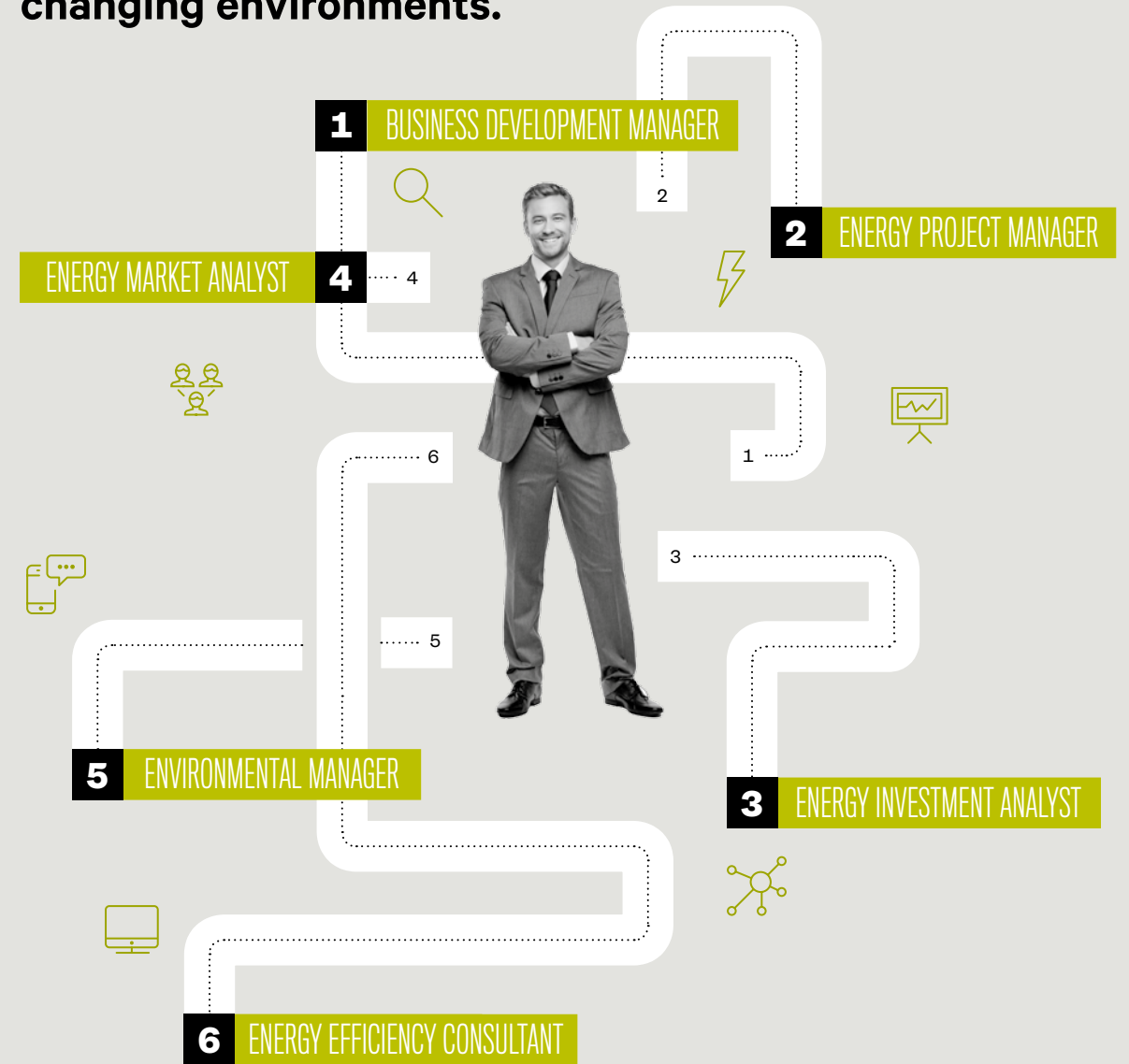
Global internet traffic in 2012

© OECD/IEA, Tracking Clean Energy progress 2014. Energy Technology Perspectives 2014 Excerpt IEA Input to the Clean Energy Ministerial, IEA Publishing.

**While energy efficiency in ICTs and networks is gaining attention, some areas require policies to accelerate** progress and create a demand for energy efficient solutions. Where energy efficiency contributes to an improved bottom line, the industry itself often drives the development and implementation of energy efficient solutions

10 - 11

MaMEI wants to go beyond a mere transfer of **basic knowledge**.<sup>fig. 2</sup> It wants to create a dynamic framework of competences that, leveraging on a solid framework of managerial tools, will allow students to become excellent figures acting successfully in changing environments.



- ① Top Managerial Education
- ② Training
- ③ Focus on Sustainability
- ④ Understanding of the Energy field

fig. 2

Master in Management in the Energy Industry

# The programme is divided into four terms

1  
TERM

## GENERAL MANAGEMENT AND PREPARATORY COURSES

- Accounting and control
- Finance
- Strategy
- Economics & Industrial Organisation
- Organisational Design & HRM
- Marketing
- CSR & Business Ethics



2  
TERM

## SPECIALISED COURSES

### Industry Ecosystem Courses

- Oil & Gas
- Power Utilities
- Renewables & Green Energy
- Network Infrastructure & Smart grid
- Energy Management & Efficiency
- Markets & Energy Trading

### Energy Management Courses

- Environmental planning & sustainability
- Financial Modeling and Project Financing for Energy
- Business combination and M&A for Energy
- Start-upping & Entrepreneurship
- Business Law & Regulatory Framework



3  
TERM



4  
TERM



## GOING GLOBAL LAB



**WE PREPARE STUDENTS TO SUCCESSFULLY FACE CHALLENGES OF A GLOBAL MARKET**, and this requires the development of knowledge and cross-cultural skills needed to interact and work in international contexts.

We offer students activities and useful workshops to develop their international mind-set throughout the training course. These include the opportunity to spend a period of study abroad in a prestigious Business School or University partners.

## BUSINESS ENGLISH LAB

Students will attend Business English classes **TO ENHANCE THEIR KNOWLEDGE OF THE INDUSTRY SPECIFIC LANGUAGE** in order to improve their business communication skills.

## ADVENTURE LAB



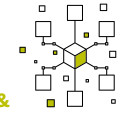
This lab Starts from the “corporate entrepreneurship” projects up to the rapid business development of big national and international businesses, it touches all different business aspects from the start-up, incubatory, research and technology unit of improvement up to the social entrepreneurship, the entrepreneurial innovation is everywhere. This is why we promote a unique AdVenture Experience. A true Lab made of conventional sessions, case discussion, meetings with business angel, venture capitalist, serial entrepreneurs, successful startappers and other Italian leading entrepreneurs. Everything is focused on the development of a real entrepreneurial plan together with the Faculty and mentors, that will make students become experts on turning challenges and innovative ideas into business plans and brand new projects.

## SOFT SKILL LAB

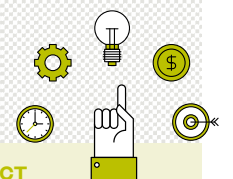


Through the Soft Skills Lab we allow students to develop cross competences and skills in order to successfully face the business world challenges. The Soft Skills development is based on discovering one’s own limits and potentials. That is aimed to complete the specific curricular profile with skills related, to team-working and team-building, communicative efficacy, negotiation skills and leadership.

## ETHICS, RESPONSIBILITY & SUSTAINABILITY LAB



We firmly believe that it is very important to develop social consciousness that may help students cooperate toward an important change by means of their own actions. For that reason we offer within the course the chance to cooperate with ONG, social entrepreneurs and institutions able to join the business economy and the social development targets.



## FIELD PROJECT

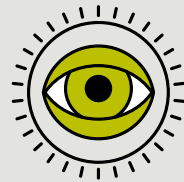
The Field Project represents the moment in which the students put into practice the knowledge gained through the programme.

*The programme is divided into 4 terms. To access each term, students are required to successfully pass exams.*

The students begin with the preparatory and General Management courses and then focus on the electives and different lab activities, in order to guarantee a gradual professional and personal growth for each student. In the final months of the programme, the Field Project will allow students to put their knowledge into practice. **The programme lasts 12 months composed by 9 months lectures based followed by a 3-month period of Field Project.** ■

**Career service**

**The Career Service is a student's ally in career strategies and it favours meetings between students and firms or institutions, both public and private, aimed at finalising the Field Project.**



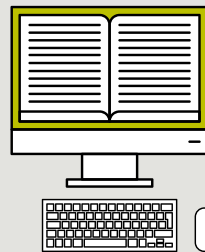
**3**

**Individual counselling**

→ CV and cover letter Preparation and interview techniques, jobs and contract negotiation

*Throughout the programme the Career Service offers career planning activities, counselling and training and it organises workshops and meetings with the corporate world*

**4**



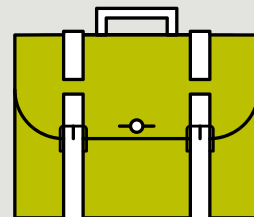
**Ecareer book**

The eCareer Book collects all the curricula of students in an online platform available to companies and institutions looking for professionals.

**5**

**Job Interview Simulations**

Simulations are organised to become acquainted with the students weakness and potentials.



**Federica Brunetta**

MaMEI Scientific Coordinator

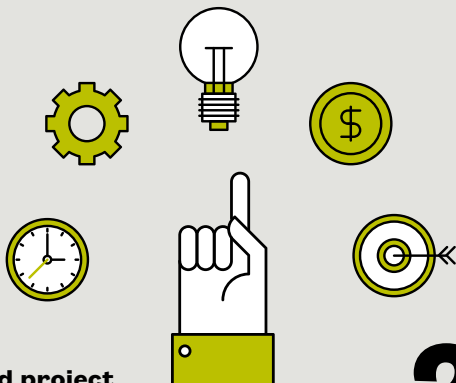
**“ To break into the corporate ranks in a major energy firm at an initial stage requires a number of factors that will work in someone's favour, including hard-work and dedication, the ability to make tough decisions, judgment, and the capacity to lead others as well as the ability to deliver results. This is what the LUISS MaMEI programme provides. This combination almost always gets noticed and this allows LUISS MaMEI students to find the company that will push them to great heights in their career in the energy industry. ”**

**Companies presentations**

During the programme the Career Service organises conferences, testimonials and corporate presentations for companies and sectors in which they operate.



**1**



**Field project**

The Field Project represents an opportunity for students aiming to achieve the skills acquired throughout the course. It is an essential part of the training programme.

The Field Project can take several forms:

- **Company-Project work:** students are coached by a company tutor during the development of tasks related to specific business scopes.
- **Entrepreneurial Project:** Students develop a business plan supported by the Faculty.
- **Research project:** on specific subjects in agreement with the Faculty.

**2**

**Director and Scientific Coordinator**



**350000**

Electric vehicles on the road in 2013

**102**

Countries have renewable power policies

**100**

USD Billion Renewable energy subsidies

IEA data from Tracking Clean Energy progress 2014. Energy Technology Perspectives 2014 Excerpt IEA Input to the Clean Energy Ministerial, © OECD/IEA, IEA Publishing

**Director**

① **Gian Maria Gros-Pietro**

Chairman of the Management Board, Intesa Sanpaolo

**Scientific Coordinator**

① **Federica Brunetta**

Assistant Professor of Corporate Strategy and of Technology and Innovation Management, LUISS Guido Carli University



# Join the Team.

## The application process step-by-step.

### ADMISSION REQUIREMENTS



- **Bachelor's Degree in any discipline**
- **Admission test**

The **admission test** evaluates the applicants' skills, personal motivation and potential.

The admission test consists of:

– **English test** (applicants with high TOEFL/IELTS scores can be exempted from the English test)

– **Logics Test** (applicants with high GMAT/GRE scores can be exempted from the logics test)

– **Personal Interviews** Participants are admitted to the programme based on the admission test outcome and academic record.

### HOW TO APPLY



To apply for the admission test the following documents are required:

- **Fully-completed application form**
- **Copy of degree certificate** (Sworn translations should be provided along with degree certificates that are not in English or Italian)\*
- **ID photo**
- **Curriculum Vitae**
- **Copy of ID document**
- **Admission Fee** Receipt EUR 75 admission fee (non-refundable)
- **TOEFL/IELTS** Certificate (optional)
- **GMAT/GRE** Certificate (optional)

\*To apply, students can write a self-certification and provide the documents at a later stage.

### PROGRAMME TUITION



Tuition fees for the programme amount to EUR 12,000. Payment is made in **3 instalments of:**

- EUR 6,000** upon **admission confirmation**
- EUR 3,600**
- EUR 2,400**

Tuitions include material and access to all LUISS facilities.

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Master in Management in the Energy Industry

### PAYMENTS



All fees are payable via bank transfer, or via postal current account.

Proof of payments must be sent by email to:  
**smluissbs@luiss.it**

or by post to:  
**Ufficio Amministrativo**  
LUISS Guido Carli  
Viale Pola, 12 00198 - Rome (Italy)

### POSTAL DETAILS



**Account Holder**  
LUISS Guido Carli  
Divisione LUISS Business School  
Viale Pola 12 - 00198 - Rome (Italy)  
**C/C:** 57861007

### BANK DETAILS



**Account Holder:**  
LUISS Guido Carli  
Divisione LUISS Business School  
**Bank:** Unicredit S.p.A.  
Agenzia n. 274 - Viale Gorizia, 21 - 00198 - Rome (Italy)  
**Account n°:** 000400000917  
**IBAN:** IT 17 H020 0805 0770 0040 0000917  
**BIC/SWIFT:** uncrim1c27  
**ABI:** 02008  
**CAB:** 05077  
**Ente:** 9001974  
**Acronimo cliente:** 86015854  
**Dipendenza:** 31449

### FINANCIAL AID AND FUNDING



→ **Companies enrolling students benefit from a reduction in tuition fees:**  
**10% Reduction** for single enrolment  
**20% Reduction** for two or more enrolments

Reductions may not be combined. Should two or more conditions overlap, the highest reduction will be applied.

→ **Candidates may independently:**  
– Seek funding from their current or future employer.

– Apply for **regional scholarships.**

– Apply for loans with favourable interest rates granted by certain **Italian Credit Institutions** within the framework of the agreements established with LUISS Guido Carli.

→ **Scholarships:**  
LUISS Business School offers, deemed deserving candidates up to 3 partial scholarships of the tuition fees (up to 50% of the total amount). A Joint Committee will assign the scholarships based on students curricula and admission test performance.

“ *The LUISS Business School offers an ambitious training programme that can provide the tools you need to keep up with market scenarios that require professionals that are capable of promoting and supporting change.* ”

**Simona Tuzj**

Specialised Master Programmes  
Development Supervisor

## Certificates & Certifications

AZIENDA CON SISTEMA  
DI GESTIONE QUALITÀ  
CERTIFICATO DA DNV  
= ISO 9001 =

LUISS Business School is certified UNI EN ISO  
9001 - Sector EA:37 - 35 education and Business  
Consulting.

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 Project  
Management  
R.E.P. Institute

LUISS Business School is REP - Registered  
Education Provided PMI, Project Management  
Institute.

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**espansione**  
ESSENZA DELLE COSE

LUISS Business School is mentioned as one  
of the top three Italian business schools  
in the yearly report of Espansione.

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 **ASFOR**  
SOCIÒ ORDINARIO

LUISS Business School is member  
of ASFOR (Associazione per la Formazione  
alla Direzione Aziendale).

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 REGIONE  
LAZIO

LUISS Business School is recognized  
by Regione Lazio for education activity.

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**LUISS BUSINESS SCHOOL**

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T (+39) 06 85 22 5689 / 2327 / 2391

Toll-free number: 800 90 11 94 / 95

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[www.lbs.luiss.it](http://www.lbs.luiss.it)