

TRACCIA SCRITTA N°1

Illustrare le tipologie di formazione continua o post lauream disponibili al Politecnico di Milano per le aziende evidenziando:

- i diversi obiettivi per l'azienda in relazione alle tipologie;
- le fasi gestionali dalla rilevazione del fabbisogno formativo alla chiusura del percorso.

TRACCIA SCRITTA N°2

Il candidato ipotizzi il processo tramite il quale si arriva alla formulazione di una proposta di Master Universitario ideata e progettata per un'azienda operante nel settore delle costruzioni civili.

TRACCIA SCRITTA N°3

Il candidato, dopo aver descritto le principali differenze esistenti tra il processo di istituzione interno al Politecnico di Milano tra Master Universitari e Formazione continua, descriva quali sono i principali stakeholders delle due iniziative e le principali leve di promozione per ingaggiarli.

TRACCIA ORALE N°1

Descrivere il processo di istituzione, promozione e gestione di un corso di formazione permanente evidenziando le fasi e gli attori.

PLEASE READ ALOUD AND THEN TRANSLATE TO ITALIAN:

Master in Design for Kids & Toys is open to applicants who have a university degree (Laurea, equivalent to a Bachelor of Science) under the old or the new educational system or a Laurea Magistrale (equivalent to a Master of Science) under the new educational system in Architecture, Engineering and Industrial Design, and in related economic disciplines, Communication Science, Educational Science and to applicants with equivalent qualifications. The Board shall admit applicants who have qualifications in disciplines other than those specified above, if the Master may complete the training of the applicant or the professional skills and experience shown by same. The Specializing Master is completely in English: preference will be given to candidates with a good knowledge of English.

TRACCIA ORALE N°2

Quali strumenti ritiene essere maggiormente efficaci nella promozione di un Master Universitario dedicato ad un target di professionisti operanti nel settore dell'energia?

PLEASE READ ALOUD AND THEN TRANSLATE TO ITALIAN:

Following confirmation of acceptance by the University, candidates must request the Embassy to issue an entry visa for study purposes, with validity related to the duration of the course. In the event that an admission exam is required in person, the study visa will have a formal validity of 100 days. In the event of passing the aforementioned tests, the student will proceed directly to enrol in the course and request an extension of the residence permit, without having to return to the country of origin. The higher education institutions that receive the request for admission to these courses communicate the acceptance of the student or the possible positive outcome of the access tests to the diplomatic Embassy of reference. Also for these courses, the evaluation of the admission qualifications is the exclusive responsibility of the academic bodies.

TRACCIA ORALE N°3

Nel processo di gestione di un Master Universitario, quali sono gli elementi che ne caratterizzano il successo/insuccesso?

PLEASE READ ALOUD AND THEN TRANSLATE TO ITALIAN:

Students admitted to the Master's programme must create access credentials to Politecnico di Milano's online services using the following website www.polimi.it They must then enter their data and create a person code, attaching a valid identity document (passport for non-EU citizens), and communicate their person code to the Master's programme Manager. Registered students will have to update their personal data, if it is obsolete. Politecnico creates a temporary student identification number to allow the student to pay the enrolment stamp online.

TRACCIA ORALE N°4

Quali sono le leve di marketing da utilizzare per rilevare il fabbisogno formativo del territorio e promuovere Master Universitari nel settore della sostenibilità?

PLEASE READ ALOUD AND THEN TRANSLATE TO ITALIAN:

The Master, which will be held in China in collaboration with the Institute Lantao Culture Beijing, is aimed at professional graduates who intend to specialize in interior design - with particular attention to those design themes (such as retail, hospitality, offices, etc..) contributing substantially to the quality of Chinese urban realities in progress. The course will be critical, training, and professionalizing, it will deal with the methodological complexity of the project, from the scale of the environments to detailed furniture solutions. At the conclusion of the Master, the participants, that already have their own cultural and professional experience, have acquired additional knowledge about the characteristics and identity of Italian design and will have experimented, under the guidance of professional Italian teachers, the design work on relevant issues for the urban Chinese context. In addition, students enrolled in the Master will acquire knowledge about the construction of the identity and will be able to express capabilities and strategic visions. They can develop their entrepreneurship as well as work for design company, business consulting, real estate, retail industry, hospitality or manufacturing and furniture industries, knowing from time to time to identify appropriate strategies and techniques

TRACCIA ORALE N°5

Il candidato illustri le caratteristiche di un Master universitario e le differenze rispetto ad un corso di formazione permanente in termini di titolo rilasciato e spendibilità dello stesso

PLEASE READ ALOUD AND THEN TRANSLATE TO ITALIAN:

This BIM Coordination Master course offers an advanced training for BIM coordinators who will learn to deal with integrated projects of all kinds and sizes. The Master will introduce the relevant references as for Technical Standards and mandatory rules, as for example the European Union Public Procurement Directive. Starting from the International and National approaches about the implementation of BIM methods and procedures in construction process, the course provides an in-depth understanding of the regulations, data processing and key roles in the BIM environment, and will then get into many practical applications. Both the theoretical and practical knowledge will enable the students to manage integrated projects.

TRACCIA ORALE N°6

Il/la candidato/a descriva il processo di istituzione e attivazione di un Master universitario di II livello al Politecnico di Milano, in particolare indicando le principali differenze tra un corso di Master universitario di II livello ed una Laurea magistrale.

PLEASE READ ALOUD AND THEN TRANSLATE TO ITALIAN:

Market analysts and business experts agree on the fact that luxury businesses have a better performance than others operating in different sectors even in turbulent periods. The reason lies in their ability to meet the need for the "exceptional", that is expressed by a growing number of consumers around the world. To answer to this request luxury businesses need specific and excellent skills, as well as the ability to transfer the unique experience of the customer in the interaction with the client itself and the ability to create a deep meaning through the brand. Helping businesses to develop and manage skills of this type and the ability to be successful in the Luxury market require particular and specialist skills that are generally not covered by traditional programs in general management.