

ACADEMIC YEAR: 2025/2026	STRATEGIC SPECIALISATION		
	SUBJECT CODE: 16628	SEMESTER: ANNUAL	TYPE: ELECTIVE
CREDITS	5 ECTS		
STUDENT WORKLOAD	Contact Hours	Personal and/or Teamwork	Evaluation
	50	72	3
TEACHING LANGUAGE	English		
CO/PREREQUISITE	None		
SPECIALISM	ALL		
MODE OF DELIVERY	In-person		
FACULTY	TBC		
COURSE DESCRIPTION	<p>This elective module is designed to support students as they prepare for professional careers in some of the most dynamic and competitive areas of business and management. Recognizing the diversity of interests and ambitions among participants, the course offers a flexible structure that allows students to tailor their learning journey according to their preferred career track. Whether aspiring to become strategic advisors, corporate finance specialists, or investment banking professionals, students will gain targeted exposure to the tools, concepts, and mindsets that define success in each domain.</p> <p>Participants begin by selecting one of three career-oriented tracks: Strategy &amp; Consulting, Corporate Finance, or Investment Banking. Each track comprises a curated set of focused modules that combine technical knowledge with practical insight, enabling students to build both competence and confidence in their chosen field.</p> <ul style="list-style-type: none"> <li>The Strategy &amp; Consulting track equips students with the analytical frameworks and interpersonal skills required to advise organizations on complex strategic challenges. Modules in this track cover the fundamentals of company valuation and mergers &amp; acquisitions, the core competencies of consulting—including structured problem-solving and client communication—and the execution of consulting projects from scoping to delivery. A dedicated module on accelerated design thinking introduces students to creative approaches for innovation and solution development, enhancing their ability to work across sectors and functions.</li> <li>The Corporate Finance track is ideal for students interested in financial decision-making within companies, entrepreneurial ventures, or specialized financial services. It includes modules on behavioural finance, which explores the psychological drivers of financial choices; derivatives and hedge accounting, which delve into risk management tools and reporting standards; and entrepreneurial finance, which focuses on funding and scaling new ventures. Additional modules cover management accounting for internal performance control, real estate finance for asset-based investment strategies, structured finance for complex financial instruments, and global supply chain finance, which links financial flows to operational efficiency and resilience. This requires students to have followed the Finance Core modules.</li> <li>The Investment Banking track offers a deep dive into the fast-paced world of capital markets, deal structuring, and asset management. Students will explore the inner workings of hedge funds, the fundamentals of banking operations, and the techniques of day trading. They will also examine investment opportunities in emerging markets, gaining insight into geopolitical risk and growth potential, and study the art and science of investment banking and dealmaking, including negotiation, valuation, and regulatory considerations. This requires students to have followed the Finance Core modules.</li> </ul> <p>Across all tracks, the module emphasizes practical relevance, career readiness, and strategic thinking. Students will engage with real-world cases, simulations, and industry insights, developing a nuanced understanding of how financial and strategic decisions are made in different organizational contexts. The module is particularly suited for those seeking to clarify their career direction, deepen their professional toolkit, and position themselves for internships, graduate roles, or entrepreneurial ventures in the global business landscape.</p>		
LEARNING OUTCOMES	KNOWLEDGE	RAK1	Identify the latest management theories and their applicability to a global business environment, taking into account culture, technology, and the environmental setting.

	<p><b>SKILLS</b></p> <p>RAS1 Develop critical, analytical, systemic and forward-looking skills to effectively address complex business problems.</p> <p>RAS3 Create innovative solutions that integrate sustainability principles into business strategies, assessing environmental impacts and reducing the ecological footprint.</p> <p>RAS7 Incorporate cutting-edge technological solutions in their relevant areas of practice, taking into account relevant ethical considerations.</p> <p>RAS8 Build relationships with different stakeholders to foster long-term collaboration and maximize the positive impact of organizational outcomes.</p> <p><b>COMPETENCES</b></p> <p>RAC2 Lead sustainable organizational change through new technologies, with a creative and strategic approach.</p> <p>RAC6 Promote responsible practices that foster regenerative growth and an ethical culture to generate a lasting positive impact.</p> <p>RAC7 Lead sustainable transformation through new technologies and sustainable business models, demonstrating a long-term commitment to environmental and social responsibility.</p>		
<b>SDGS ADDRESSED</b>	<table border="0"> <tr> <td style="vertical-align: top;"> <input checked="" type="checkbox"/> SDG 1 – No Poverty  <input checked="" type="checkbox"/> SDG 2 – Zero Hunger  <input type="checkbox"/> SDG 3 – Good Health and Well Being  <input checked="" type="checkbox"/> SDG 4 – Quality education  <input type="checkbox"/> SDG 5 – Gender equality  <input type="checkbox"/> SDG 6 – Clean water and sanitation  <input type="checkbox"/> SDG 7 – Affordable and clean energy  <input checked="" type="checkbox"/> SDG 8 – Decent work and economic growth  <input checked="" type="checkbox"/> SDG 9 – Industry, Innovation, Technology and Infrastructure </td> <td style="vertical-align: top;"> <input type="checkbox"/> SDG 10 – Reduced inequality  <input type="checkbox"/> SDG 11 – Sustainable cities and communities  <input checked="" type="checkbox"/> SDG 12 – Responsible consumption and production  <input checked="" type="checkbox"/> SDG 13 – Climate action  <input type="checkbox"/> SDG 14 – Life below water  <input type="checkbox"/> SDG 15 – Life on land  <input checked="" type="checkbox"/> SDG 16 – Peace, justice and strong institutions  <input checked="" type="checkbox"/> SDG 17 – Partnerships for the goals </td> </tr> </table>	<input checked="" type="checkbox"/> SDG 1 – No Poverty <input checked="" type="checkbox"/> SDG 2 – Zero Hunger <input type="checkbox"/> SDG 3 – Good Health and Well Being <input checked="" type="checkbox"/> SDG 4 – Quality education <input type="checkbox"/> SDG 5 – Gender equality <input type="checkbox"/> SDG 6 – Clean water and sanitation <input type="checkbox"/> SDG 7 – Affordable and clean energy <input checked="" type="checkbox"/> SDG 8 – Decent work and economic growth <input checked="" type="checkbox"/> SDG 9 – Industry, Innovation, Technology and Infrastructure	<input type="checkbox"/> SDG 10 – Reduced inequality <input type="checkbox"/> SDG 11 – Sustainable cities and communities <input checked="" type="checkbox"/> SDG 12 – Responsible consumption and production <input checked="" type="checkbox"/> SDG 13 – Climate action <input type="checkbox"/> SDG 14 – Life below water <input type="checkbox"/> SDG 15 – Life on land <input checked="" type="checkbox"/> SDG 16 – Peace, justice and strong institutions <input checked="" type="checkbox"/> SDG 17 – Partnerships for the goals
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<b>GRADING SYSTEM</b>	Please refer to the Academic Regulations for the grading system used in the Programme and further details and for information concerning absences, participation in class, plagiarism, etc.		

## 16628 SUBJECT RUBRIC

**ACADEMIC YEAR: 2025/2026**

RUBRICS FOR THIS COURSE DEPEND ON THE CAREER-ORIENTED TRACK SELECTED AND WILL BE DELIVERED AT THE BEGINNING OF THE CLASS.