

Master in Technological Transfer and Industrial Product Development Systems

The first level Master in Technological Transfer and Industrial Product Development Systems has been activated, according to the provisions of art. 3 del DM 3.11.1999, n°509, at the Faculties of Economics and of Engineering, for the academic year 2004/05. The Head Office of the Master is located at the site of the Faculty of Engineering (tel. +39 040.5583737). The Master belongs to the project “Masters for the Balkans”, partners of which are the following: CFI (Rome), l’IRI Management (Rome) e l’ISTIEE (Trieste). Foreign partners of the Master are the following: Faculty of Geography of the University of Belgrade (Yugoslavia), the Faculty of Maritime Studies of Rijeka (Croatia), the University of Sarajevo (Bosnia and Hercegovina), the Faculty of Architecture of the University of Skopje (Macedonia), the Polytechnic University and the Agricultural University of Tirana (Albania). The project has the support of the Ministry of Tourism of the Republic of Crna Gora (Montenegro), the Ministry of Sciences of Albania and of the Italian Embassy in Albania.

Furthermore the sponsorship on the part of primary Companies and Enterprises involved in the transfer of technology and in the supply of tools for the innovation of product/process is planned.

DURATION – WHO THE COURSE IS AIMED AT

The duration of the Master is one year, and includes a theoretical part, followed by an internship at a company.

The maximum number of participants is fixed at 30.

Attendance is compulsory.

The first level Master is open, in addition to the graduates of three-years degrees of the following classes:

8- Civil and Environmental Engineering; 9- Information Technology; 10- Industrial Engineering; 17- Management Studies; 28-Economic Sciences; 34 Psychology; 37- Statistics; the graduates in Economics, Statistics and Engineering as per the previous degree courses set out before D.M. n. 509/1999. Moreover, the course is also open to graduates from other faculties provided that they hold a curriculum that would enable them to profit from attending the course (the selection commission, whose decision is final, would decide on this matter), and to students holding qualifications obtained at foreign Universities, where these degrees have not already been recognized as equivalent to the Italian ones - the Course Council will decide on their suitability - accepting their degrees for the sole purpose of the course admission.

As for the admission to the Master of foreign citizens holding a qualification obtained at foreign universities, we will refer to the provisions of the note MIUR n° 1790 dated. 26 May 2004 obtainable from the following address: www.miur.it ([Università home page/Università/Studenti/Studenti stranieri](http://www.miur.it/Università/Studenti/Studenti%20stranieri)) or in the section “FOREIGN STUDENTS” of the present notice.

CONTENTS - PROGRAM – FINAL QUALIFICATION

Within an industrial scenery where the production of the western countries tends to migrate towards those countries where the cost of labour is low, and while the demand for new products is more and more pressing and volatile, the question of the quick transfer of technologies becomes increasingly important.

In the countries where the production is being transferred, particularly in the countries of the Balkan area, towards which this present Master is aimed, it is also crucial that the premises for the progressive development of the local capacities to plan new products in an autonomous way be laid down, or at least, to customize those projects of which the transfer of production has been planned, in order to reduce the dependence on advanced industrial countries.

These premises require the application of processes of transfer of knowledge not just from company to company, which is usually conducted in a rigid manner by the company that owns the property of the plan, but also from research centres or local

(or otherwise) universities to established local companies, or to companies which are about to take off.

It is however necessary to spread the awareness that innovation itself is not enough: in order to maintain acceptable profit margins, it is necessary to limit the time frame that runs from the setting up of the project (whatever its nature) to its operational realization, because, at least in some sectors an advantage of a few months over the competitors could mean a significantly higher return on the investment.

The only way to limit this time-frame is to guarantee the *integration* of skills possessed and to pursue a correct management of the plans, supported also by the *tools* for coordinating work groups; tools, which are nowadays made available at accessible costs by the new technologies. It is also necessary to reduce the, usually large, distance between those who design and those who sell, in order to meet the customers' needs in a targeted manner and allow the use of the feedback coming from the after-sales service for information purposes: this means that whoever works on the projects is also informed about the important changes taking place in the sales areas.

The structured part of the course is made up of a total of seven teaching modules. In each module there will be, in addition to the lectures of the professors of the relevant faculties, also specialised interventions on the part of consultants, experts and professors from other Faculties. As for the methodology, the modules consist of traditional lessons and laboratory exercises. Depending, on the one hand, on the specific degree held by each participant and, on the other hand, by the specific knowledge needed to attend each module, provision will be made for individuals to catch up in order to integrate their skills. At the end of this preliminary assessment, the participants will start their joint *training*. The content of the individual modules and the specific teaching initiatives will be specified on the Master information site, to be found at the University web page: www.units.it. In the internship there follows the structured part in which specific skills will be developed for each case, depending on the specific individual roles in the appropriate sector. At the end of each teaching module the participants will take a formal examination, with marks expressed out of thirty. At the completion of the internship there will be a final exam with the discussion of a project paper, on a subject previously agreed on by the company tutor and by the university tutor. **All those who pass all the due examinations will obtain the title of first level Master (with the accreditation of 61 university credits). The university credits are obtained as per the following scheme: teaching activities in the classroom (46 university credits)/ internship at the company (14 university credits) / final exam (1 university credit). The teaching activities in the classroom, in particular, are organised as follows:**

1 – Information Technology	10 credits	5 – Organization	16 credits
2 – Legal	4 credits	7 – Quality assessment	6 credits
3 –Business – financial	6 credits	Internship	14 credits
4 – Statistics	4 credits	Final examination	1 credit

ADMISSION RULES

The admission to the Master is granted on the basis of qualifications held and exams taken, according to a short-list based on a score out of one hundred. The short-list is also valid for the assignment of any scholarships that may be offered by public or private bodies.

The admission exam consists of an interview aimed at the evaluation of the general knowledge of the candidate in the area of the Master, together with the evaluation of the qualifications held.

The judging Commission will be made up of professors teaching on the Master and representatives of the sponsoring bodies, promoters and sponsors that might also ask to take part in it. The president will be the director of the Master.

The commission will award the 100 points available as follows: 70 points for the oral (minimum for admission being 49/70); 30 points for any relevant qualifications which may be submitted.

For the purposes of the evaluation, the following will be considered relevant qualifications for admission:

Degree thesis in a subject related to the disciplines relevant to the Master (with the maximum limit of 10 points);

The Degree mark (with the maximum limit of 5 points);

Any work unpublished, publications or work experiences relevant to the subjects of the Course.

The documented knowledge of the English language will also be considered.

For these types of qualifications, the marks (with a maximum limit of 15 points) will be awarded by the Judging Commission as per the criteria established in the preliminary meeting.

The commission will be made up of at least 3 professors who are member of the course Council.

The designated President of the commission is the Director of the Master.

ADMISSION APPLICATION

The admission application to the Master should be addressed to the Rector of the University, “Il Magnifico Rettore”, with a stamp duty fee of eleven euros on the appropriate form, together with a list of the qualifications held, and should be presented, or sent through the post to the “ Segreteria Laureati - Corsi di Perfezionamento e Master - Università degli Studi di Trieste - P.le Europa 1, 34127 Trieste, ITALY from **the date of publication of the current notice and by the final**

deadline of Thursday 10th March 2005. As per the applications sent through the postal service –

TO BE SENT EXCLUSIVELY BY REGISTERED POST WITH ADVICE OF RECEIPT TO SENDER - the datemark of the accepting post office **WILL NOT** be accepted as proof of postage.

The envelope must bear the words “esame di ammissione Master in Trasferimento Tecnologico e Metodologie di Sviluppo dei Prodotti - scadenza presentazione domande **10.03.05**”. The applications could also be anticipated via fax to no. +39-040-558-3250, enclosing a copy of a valid identity card or equivalent, and a list, duly undersigned, of the qualifications that will be presented;

the successful fax transmission report, bearing the abovementioned fax number will be a valid receipt; the original application and the qualifications must reach the Segreteria Laureati - Corsi di Perfezionamento e Master by the final deadline of **Monday 14th March 2005.** **In any event, only**

the qualifications enclosed in the list sent by fax will be considered. The form for the admission application is available on the internet on the site www.units.it or it can be distributed by the Segreteria Laureati - Corsi di Perfezionamento e Master.

In the application the candidate must declare: name and surname, date and place of birth, contact address for the purposes of the entrance exam; in the event of a change of address the candidate will inform the University, in writing, in good time.

In the application, the candidate, conscious of the penalties set out by the Penal Code, and by the law, that he/she could incur, were he/she to make false declarations, can use the autocertification as per the provisions of art. 46 D.P.R. 28.12.2000, no. 445 and following amendments, enclosed in the appropriate form, concerning the possession of a university degree needed for admission to the School, and that of the exams undertaken, that he/she considers useful for the purpose of the determining the score applicable to the relevant qualifications.

If the candidate DOES NOT wish to use the autocertification he/she must enclose the degree certificate in "carta legale" stamped with a duty fee of eleven euros, listing the marks of the exams and the final mark with the application form.

The candidate should also enclose (if listed in the qualifications list):

A curriculum studiorum;

A copy of the degree thesis or a copy of what was submitted for the degree examination, any other work unpublished, and publications relevant to the content of the Master

any qualifications and professional certificates, autocertified as per the rules on the form;

a list of any publications and unpublished works.

The present notice and any other useful information is available under Didattica – Master on the internet site of Trieste University - Università degli Studi di Trieste, www.units.it.

FOREIGN STUDENTS

In order to establish the equivalence to an Italian degree of their own academic title, obtained abroad, and for the sole purpose of the admission to the Master, the non-EU citizens that are not legally resident in Italy will have to submit a certificate about their own academic qualification, including the exams taken, translated and legally authenticated, together with a declaration of the value of the qualification from the competent Italian Consulate. The abovementioned documents, completed by the Consulate must be presented within the same final deadline, fixed on the final valid day for the submittance of the application (**10th March 2005**). Should it be impossible to send the original documents, completed by the Consulate, within the final deadline, the candidate could, within the same final deadline (**10th March 2005**) deliver (or even send by fax) copies of the documents not yet completed together with the declaration from the part of the Consulate, of the request, on the part of the candidate, for the completion of the documents.

In this latter case, the original documents must reach the University by the final deadline which coincides with the date fixed for the interview (**22nd March 2005**). Foreign students who are non-EU citizens, legally resident in Italy and EU citizens can submit the abovementioned documents (certificate translated and legally authenticated and declaration about the value of the qualification) together with the admission application form.

ADMISSION EXAMINATION

The interview will be take place on Wednesday 16th March 2005 at 10 o'clock a.m. at the Faculty of Economics Facoltà di Economia - Piazzale Europa, n°1 - Trieste.

The admission examination will take place even if there are less than 30 applicants.

The candidates will be admitted to the interview upon presentation of a valid document of personal identification.

The results of the exams will be published on the notice board at the **Faculty of Economics - Facoltà di Economia at the end of the exam** and will be published on the site www.units.it.

No-one will be notified personally.

COURSE REGISTRATION

The successful candidates as per the order of the short list, must submit their course registration application to the Segreteria Laureati - Corsi di Perfezionamento e Master **by the final deadline of Tuesday 22nd March 2005**; the application for matriculation is to be made on the proper form, to be collected from the abovementioned office and available for printing on the site www.units.it, together with:

- a) receipt of payment of post giro transfer, being proof of the fees having been paid (it is possible request for the blank post giro payment slip to be sent to the prospective student, who should bear in mind the time take for a letter to arrive);
- b) photocopy front and back of an identification document ;
- c) photocopy of the Italian fiscal code card;
- d) *for foreign non-EU students: photocopy of a valid residence permit issued for non-tourist purposes.*

The successful candidates who do not meet the abovementioned conditions by the fixed deadline will be ineligible to take up their place, which will then be made available to other students according to the order of the shortlist. The list of such places that may be made available will be published by **Thursday 24th March 2005** at the notice board of the Segreteria Laureati - Corsi di Perfezionamento e Master, II piano P.le Europa 1, 34127 Trieste ITALY, and at www.units.it.

The eligible candidates will be able to submit a special application to take up the free place at the Segreteria Laureati - Corsi di Perfezionamento e Master **by the final deadline of Friday 25th March 2005**. At the expiry of this final deadline the priority of admission will be decided, from those who have submitted their request for admission on the basis of the short-list: the list of those entitled will be published on the notice board of the Segreteria Laureati - Corsi di Perfezionamento e Master, II piano P.le Europa 1, 34127 Trieste ITALY, on **Tuesday 29th March 2005**. These candidates will be obliged to submit the relevant documents as the successful candidates, by the final deadline of **Thursday 31st March 2005**. The students that were not to meet the abovementioned terms and conditions would be considered ineligible to all effects.

The candidates must collect the **documents submitted with the admission application** (publications and degree thesis) starting from the **thirtieth day** following the publication of the short-list. These documents, if not collected within three months, will be **permanently** filed..

COURSE EXAMS AND DIPLOMA EXAMINATION

The course exams consist in an exam for each of the courses. In order to be admitted to the final examination the student must have been successful in the exams relevant to all courses. The diploma exam consists in the discussion of a written dissertation that demonstrates the scientific preparation and the working skills connected to a specific competence.

SCHOLARSHIPS

There is a provision of scholarships or vouchers to cover totally or in part the costs arising from the Master registration fees (and, for the foreign students, the costs of living). The list of the available subsidies will be published on the University site www.units.it. The scholarships will be awarded on the basis of the list of successful candidates of the admission exams results. Those candidates whose fees are being paid by Bodies or Companies will not be considered for any scholarship .

The beneficiaries of scholarships or vouchers must anyway pay the inscription fees within the deadline established by the present notice and to attend the normal teaching activities planned for the course participants. They are also obliged to pay back any money received as a scholarship,

should they not complete the assigned teaching activities, not pay the fees or not take the final examination.

The scholarships are taxable as per the provisions of the law.

FEES AND INFORMATION

The total amount of the fees is euros 3011,00 including the prepaid stamp duty. The payment must be effected by post office giro transfer form (optical reader compatible) to be collected from the Segreteria Laureati - Corsi di Perfezionamento e Master.

The receipt of the postal payment, being proof of the payment, must be enclosed with the request for course registration.

Only if the fees are to be paid by a Body or a Company that then where to need to ask the University for a receipt for tax purposes, could the payment be effected by bank transfer. The costs of the bank transfer must be met by the student, and the transfer is to be effected as follows:

UNICREDIT BANCA S.P.A. – CASSA DI RISPARMIO DI TRIESTE FILIALE TRIESTE
SEVERO 2
- CODICE ABI 02008
- CODICE CAB 02223
CONTO CORRENTE 82001 (dall'Italia)
CODICE INTERNAZIONALE: IT19M.02008.02223.000003623364 (dall'estero)
Payment details: "course registration al Master di primo livello in Trasferimento Tecnologico e Metodologie di Sviluppo dei Prodotti (*Master in Technological Transfer and Industrial Product Development Systems*) - a.a. 2004/2005
State the name and surname of the participant at the Course for which the payment is made
State the denomination and the details of the Body or the Company that is effecting the payment

As the bank transfer is not immediately available to the University administration, it is necessary that the Body or the Company inform the University in good time that the payment has been effected, by sending a copy of the bank transfer, even by fax:

1) to Segreteria Laureati - Corsi di Perfezionamento e Master (no. fax +39 040.558.3250)

2) to Ripartizione Entrate-Bilancio, Tesoreria (n. fax n. fax +39 040.558.7909).

In no case will the fees be returned, except in the event of the cancellation of the Course.

The Segreteria, is located in Piazzale Europa, 1 - Trieste – second floor, main building, right wing, - tel. +39 040 558 7960 (phone lines open from 11.00 to 13.00 from Monday to Friday) e-mail address master@amm.univ.trieste.it, is opened to the public with the following times: **Tuesday** and **Friday** from **9.00** till the end of the bookings – booking is **compulsory**: from **8.30** to **10.30**; Monday and Thursday from **15.15** till the end of the bookings – booking is **compulsory**: from **14.45** to **15.45**.

For any matters not specified in the present notice we will be regulated by the law in force at the time.

Trieste, 03.01.2005

THE ADMINISTRATIVE DIRECTOR
Dott.a Angela Raffaella Ancona

THE RECTOR
Prof. Domenico Romeo