



# UNIVERSITÀ DEGLI STUDI DI PALERMO

**Department: Law**

**A.Y. 2017/2018**

## **DEGREE COURSE IN BUSINESS LEGAL CONSULTANT**

### **Characteristics**



Class of Bachelor's Degree  
(BSc) on Legal sciences  
(L-14)



3 YEARS



TRAPANI



FREE ACCESS



2146

### **Educational objectives**

Specific objectives:

The course provides university-level knowledge and understanding (including the ability to read and understand advanced and updated texts) in the following three fields: a) legal; b) business-economic; c) management engineering (principles). To be more concrete, graduates of this course should be able to: a) choose the most appropriate legal form for starting a business; apply for the necessary administrative permissions/concessions; register the activity in the competent offices; get a VAT number; hire their own employees, conclude contracts for the supply of goods and services, conclude contracts for the sale of goods and services, etc.; b) plan their activities from an economic-financial point of view; determine the extent of the necessary capital; choose the best ratio between equity capital and borrowed capital; enable a proper system of solvency and cost controls; change in time their entrepreneurial formula; rearrange the factors of production in response to changing market needs; c) use technology, especially information technology, as a productive factor; use technology for the supply of raw materials and/or for the sale and distribution of their products and/or services (e-procurement, e-commerce, etc.); assess whether and to what extent it is convenient to do research and development within the company and beyond which point would not be better to conclude synergies with universities or other research centers according to the model of so-called open innovations.

The program includes:

the teaching of private law, constitutional law, business economics, corporate accounting and management of the so-called open innovation;  
the teaching of the main professional subjects (commercial law, tax law, labor law, administrative law, private international law, comparative law and techniques and simulation of trading);  
the teaching of subjects aimed at acquiring the necessary historical and ethical-philosophical references;  
an offer of advanced subjects, as well as of related and integrative subjects available in other University courses.

The teachings will be distributed in the three years according to an educational process aiming at facilitating a critical and multidisciplinary learning, during which students will be called to face from the beginning with the "enterprise" as a whole, under a pedagogical paradigm aiming at overcoming certain excesses in the partitioning of those subjects which, from various perspectives, deal with business. This therefore explains why the course instead of following a traditional path (first year, core subjects, second year class-specific subjects and third year specialist subjects), has a circular outline, within which the same problem will be examined from different perspectives.

In addition, the provision of tutorials, simulations in the classroom and the internship will provide the student with an approach as close as possible to the work environment.

Making judgments:

Graduates must develop the capacity for discernment and the independence of judgment enabling them – in different situations – to select, evaluate, interpret and apply critically: a) laws; b) balance sheet data and other empirical evidence of business-economic type; c) organizational models of success.

Legenda: Per. = periodo o semestre, Val. = Valutazione (V=voto, G=giudizio), TAF= Tipologia Attività Formativa (A=base, B=caratterizzante, C=Affine, S=stages, D=a scelta, F=altre)

These results will be achieved through lectures, tutorials and, when possible, simulations. They will be assessed by means of progress tests, exams and final exams.

#### Communication skills:

Graduates must be able to communicate clearly and persuasively, to specialists and non-specialists ideas, problems and solutions in the field of: a) law; b) business economics; c) management engineering.

These results will be achieved through lectures, tutorials and, when possible, simulations. They will be assessed by means of progress tests, exams and final exams.

#### Learning ability

Graduates must develop the learning abilities which are needed to start, in full autonomy, subsequent studies, with respect to law, business economics, management engineering.

These results will be achieved through lectures, tutorials and, when possible, simulations. They will be assessed by means of progress tests, exams and final exams.

### Professional opportunities

#### Profile:

Legal consultant in business management

#### functions:

The course, in the legal area, aims to provide students with an interdisciplinary education combining legal knowledge with business backgrounds and management engineering references. Therefore it is expected that graduates: a) know, interpret and apply the Italian and European Union law and possess enough basics of international and comparative law to conclude international agreements;

b) know how a company works, from an economic and financial standpoint, are able to read and write a budget, a business plan as well as to control management economy and solvency; c) are able to organize efficiently and effectively the factors of production and to ensure the success of the company through a conscious combination of internalisation or outsourcing of one or more stages of production or distribution process, or through the choice of partial or total relocation of activities.

#### skills:

Graduates can carry out activities requiring an interdisciplinary education based on: a) legal skills; b) business skills; c) organizational and management basic principles.

### Final examination features

To obtain the degree, students must have acquired 180 credits including those relating to the final examination (6 credits). The final examination consists of a written or oral test, in accordance with the rules fixed every year by the Degree Course Regulations for the final examination, respecting and consistent to the calendar, the ministerial requirements and to the relevant Guidelines of the University.

Subjects 1 ° year	CFU	Sem.	Val.	SSD	TAF
02796 - POLITICAL ECONOMICS <i>Battisti(PO)</i>	6	1	V	SECS-P/01	B
02528 - PRIVATE LAW - INTEGRATED COURSE	13	1	V		
- INTERNATIONAL PRIVATE LAW <i>Tardia(PA)</i>	6	1		IUS/13	B
- OBLIGATIONS AND CONTRACT LAW <i>Tardia(PA)</i>	7	1		IUS/01	A
18449 - ROMAN CONTRACT SYSTEM <i>Terranova(PA)</i>	6	1	V	IUS/18	A
06738 - HISTORY OF MEDIEVAL AND MODERN LAW <i>Di Chiara(PA)</i>	6	2	V	IUS/19	A
18433 - PUBLIC ADMINISTRATION LAW <i>Impastato(RU)</i>	6	2	V	IUS/10	B
10474 - LANGUAGE SKILLS <i>Bertolino(PC)</i>	3	2	G		E
Optional subjects	9				A

**49**

Subjects 2 ° year	CFU	Sem.	Val.	SSD	TAF
17115 - BUSINESS ECONOMICS - INTEGRATED COURSE	12	1	V		
- MODULE I - INSTITUTES <i>Quarchioni(RD)</i>	6	1		SECS-P/07	B

Legenda: Per. = periodo o semestre, Val. = Valutazione (V=voto, G=giudizio), TAF= Tipologia Attività Formativa (A=base, B=caratterizzante, C=Affine, S=stages, D=a scelta, F=altre)

Subjects 2 ° year	CFU	Sem.	Val.	SSD	TAF
- MODULE II - ACCOUNTING <i>Costa(PO)</i>	6	2		SECS-P/07	B
19250 - COMMERCIAL LAW FOR ECONOMIC DEVELOPMENT <i>Mangano(PO)</i>	12	1	V	IUS/04	B
02552 - COMPARATIVE PUBLIC LAW <i>Blando(RU)</i>	6	1	V	IUS/21	B
18447 - ETHICS AND MARKET <i>Maniaci(PA)</i>	9	1	V	IUS/20	A
02529 - COMPARATIVE PRIVATE LAW <i>Giaimo(PO)</i>	6	2	V	IUS/02	B
18436 - NEW BUSINESS MODELS AND NEGOTIATION THEORY <i>Lipari(PC)</i>	12	2	V	ING-IND/35	C
14184 - INTERNSHIP	3	2	G		F
07553 - PROFESSIONAL PRACTICE	6	2	G		S
Free subjects (suggested)	12				D

**78**

Subjects 3 ° year	CFU	Sem.	Val.	SSD	TAF
18394 - ALTERNATIVE TECHNIQUES FOR DISPUTE RESOLUTION <i>Blando(RU)</i>	6	1	V	IUS/09	C
18448 - LABOUR LAW AND TRADE UNIONS RELATIONS <i>Riccobono(PO)</i>	8	1	V	IUS/07	B
18450 - REGIONAL ECONOMICS AND REGIONAL PACTS <i>Battisti(PO)</i>	6	1	V	SECS-P/01	B
18437 - AGRI-FOOD CHAIN LAW <i>Galasso(RU)</i>	9	2	V	IUS/03	B
18445 - CRIMINAL LAW AND BUSINESS CRIMES <i>Tumminello(PA)</i>	6	2	V	IUS/17	B
19381 - TAXATION LAW <i>Cinquemani(RU)</i>	6	2	V	IUS/12	B
05917 - FINAL EXAMINATION	6	2	V		E
Optional subjects II	6				A

**53**

## OPTIONAL SUBJECTS

Optional subjects	CFU	Sem.	Val.	SSD	TAF
18443 - CONSTITUTIONAL LAW AND FUNDAMENTAL LIBERTIES <i>Cavasino(PO)</i>	9	2	V	IUS/08	A
18442 - CONSTITUTIONAL LAW: TERRITORIAL STATE ORGANISATION <i>Cavasino(PO)</i>	9	2	V	IUS/08	A
Optional subjects II	CFU	Sem.	Val.	SSD	TAF
18430 - CHANGING MARKET CONDITIONS, OVER INDEBTEDNESS AND CONTRACT RENEGOTIATION <i>Modica(PO)</i>	6	2	V	IUS/01	A

Legenda: Per. = periodo o semestre, Val. = Valutazione (V=voto, G=giudizio), TAF= Tipologia Attività Formativa (A=base, B=caratterizzante, C=Affine, S=stages, D=a scelta, F=altre)

## OPTIONAL SUBJECTS

Optional subjects II	CFU	Sem.	Val.	SSD	TAF
18431 - GUARANTEED INVESTMENTS AND BUSINESS NETWORKS LAW <i>Mormile(RU)</i>	6	1	V	IUS/01	A
Free subjects (suggested)	CFU	Sem.	Val.	SSD	TAF
18614 - CIVIL ENVIRONMENTAL LAW <i>Marino(RD)</i>	6	2	V	IUS/01	D
10296 - COMPANY TAXATION LAW <i>Cinquemani(RU)</i>	6	1	V	IUS/17	D

Legenda: Per. = periodo o semestre, Val. = Valutazione (V=voto, G=giudizio), TAF= Tipologia Attività Formativa (A=base, B=caratterizzante, C=Affine, S=stages, D=a scelta, F=altre)