



UNIVERSITÀ DEGLI STUDI DI PALERMO

DEPARTMENT	Ingegneria
ACADEMIC YEAR	2018/2019
BACHELOR'S DEGREE (BSC)	MANAGEMENT ENGINEERING
SUBJECT	BUSINESS ECONOMICS
TYPE OF EDUCATIONAL ACTIVITY	B
AMBIT	50300-Ingegneria gestionale
CODE	02704
SCIENTIFIC SECTOR(S)	ING-IND/35
HEAD PROFESSOR(S)	ABBATE LORENZO Ricercatore Univ. di PALERMO
OTHER PROFESSOR(S)	
CREDITS	9
INDIVIDUAL STUDY (Hrs)	152
COURSE ACTIVITY (Hrs)	73
PROPAEDEUTICAL SUBJECTS	
MUTUALIZATION	
YEAR	3
TERM (SEMESTER)	1° semester
ATTENDANCE	Not mandatory
EVALUATION	Out of 30
TEACHER OFFICE HOURS	<p>ABBATE LORENZO</p> <p>Tuesday 10:00 12:00 Stanza docente, Dipartimento di Ingegneria, Ingegneria Gestionale, edificio 8, primo piano</p> <p>Wednesday 13:00 15:00 Stanza docente, Dipartimento di Ingegneria, Ingegneria Gestionale, edificio 8, primo piano</p>

DOCENTE: Prof. LORENZO ABBATE

PREREQUISITES	Discounted Cash Flow Analysis. Fundamentals of Microeconomics: consumer behaviour, production economics, market structures. Fundamentals of Macroeconomics: measuring economic activity.
LEARNING OUTCOMES	<p>Knowledge and understanding. The student at the end of the course will get the knowledge required to understand the firm financial performances and the link between balance sheet figures and managerial/strategic/operations decisions.</p> <p>Applying knowledge and understanding. The student will be able to perform a ratios-based and cash flows balance sheet analysis. He/she will be able to arrange a financial statement forecast. He/she will be able to estimate the product/service cost and price and to perform a break even analysis.</p> <p>Making judgements: The student will be able to assess a firm from a financial point of view and find out solutions to improve its financial conditions making long and short period decisions involving different managerial activities (for example decisions related to the buy-make-sell model, production mix, investments and so on).</p> <p>Communication skills. The student will be able to discuss his/her opinion about the firm "to-do" according to the "as-is" and aiming to achieve some specific results, to present a business plan targeting specific financial goals.</p> <p>Learning skills. The students will be able to update his/her knowledge about the course's topics. He/she will also be able to understand the scientific papers about them.</p>
ASSESSMENT METHODS	<p>A written exam + an oral exam.</p> <p>a) Assessment procedure for the written exam. The written examination will seek to determine the possession of skills, abilities and skills required. It consists of three or four problems to assess the student knowledge about his/her ability to understand and analyze the balance sheet, prepare a financial statements forecast, estimate the product/service cost and price. In the written exam the theoretical comments of the numerical findings are appreciated. The assessment is expressed in thirtieth and admission to oral test is determined by a minimum score (15), in case of lower score the exam fails.</p> <p>b) Evaluation criteria for the oral examination. The oral test consists of an interview, in order to check the student's skills and knowledge disciplinary provided by the course. The evaluation is expressed in thirtieths. The questions (three at least), both open and semi-structured are specifically designed to test the results of learning provided for. Usually, some comments about the written exam are required. The interview wants to assess the knowledge captured; the processing capacity; the ability to talk properly about the main topics. In particular, the ability to understand the financial statement figures, to find out solutions to improve the current unsatisfactory firm financial performances, to apply the cost accounting methods are tested during the oral exam. The final evaluation will take into account both the score of the written exam and that of the oral exam. Excellent: 30-30 and praise. Outstanding knowledge of the topics, excellent properties of language, good analytical ability, the student is able to apply knowledge to solve complex problems. Very Good: 26-29. Good command of the topics, full of language, the student is able to apply knowledge to solve problems proposed. Good: 24-25. Basic understanding of the main topics, discrete properties of language, with some abilities to independently solve the proposed problems. Satisfactory: 21-23. The student has not fully mastered the main teaching subjects but he/she has the knowledge, satisfactory property language, poor ability to independently apply the knowledge acquired. Sufficient: 18-20. Minimum basic understanding of the major teaching and technical language issues, very little ability to independently apply the knowledge acquired. Insufficient, the student does not have an acceptable knowledge of the contents of the topics covered in the teaching.</p>
EDUCATIONAL OBJECTIVES	Analyze the relationship between different business functions. Analyze the economic-financial aspects of business management. Acquire skills in cost accounting and management control.
TEACHING METHODS	Frontal lessons - Classroom exercises

SUGGESTED BIBLIOGRAPHY	<ul style="list-style-type: none"> - L. Abbate; S. Noto La Diega; P. Roma; Dispense distribuite durante il corso. - R. N. Anthony; D. M. Macri; L. K. Pearlman; Il Bilancio - Strumento di analisi per la gestione, McGraw-Hill. - R. N. Anthony; D. F. Hawkins; D. M. Macri; K. A. Merchant; Sistemi di Controllo - Analisi economiche per le decisioni aziendali, McGraw-Hill.
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SYLLABUS

Hrs	Frontal teaching
2	Introduction: aim of the course
6	Accounting records and systems
6	Basic accounting concepts: the Balance Sheet and the Income Statement
4	Balance sheet and its formats - Income statement and its formats
6	Financial Statement ratios analysis
6	Cash flow statement
6	Cost accounting: information for decision making - Cost concepts and behavior
6	Cost accounting methods: full costing, direct costing, ABC
3	Fundamentals of variance analysis
4	Planning and Budgeting

Hrs	Practice
2	Accounting records and systems
2	Basic accounting concepts: the Balance Sheet and the Income Statement
2	Balance sheet and its formats - Income statement and its formats
3	Financial Statement ratios analysis
3	Cash flow statement
4	Cost accounting: information for decision making - Cost concepts and behavior
4	Cost accounting methods: full costing, direct costing, ABC
2	Fundamentals of variance analysis
2	Planning and Budgeting