

Course **Coordinator**: Prof. Alessandro Sinatra (asinatra@liuc.it)

Course **Assistant**: Dr. Fabio Papa (fpapa@liuc.it)

**Course Program**

1. **Monday, Feb. 24 (11-13)** - Course Introduction (Prof. Sinatra)
2. **Tuesday, Feb 25 (10-13) -** The Relevance of Networks for the "Made in Italy" Business Model - (Prof. Butera)
3. **Monday, Mar 3 (11-13)** - The Conditions for Creating a Network Strategy (Dr. Papa)
4. **Tuesday, Mar 4 (10-13) -** Networking: A Perspective on Strategy and Organization (Prof. Butera)
5. **Monday, Mar 10 (11-13) -** The Entrepreneurial Associations' Role in Network Creation (UCIMU)\*
6. **Tuesday, Mar 11 (10-13) -** Building a Network (Federmacchine)\*
7. **Monday, Mar 17 (11-13) -** Leveraging on Networks Advantages (Prof. Sinatra)
8. **Tuesday, Mar 18 (10-13)** - Building the Competitive Advantage - Network Design (Agusta-Westland)\*
9. **Monday, Mar 24 (11-13) -** Working Teams Session (Prof. Sinatra)
10. **Tuesday, Mar 25 (10-13) -** Creating a Supply Network (Euratex)\*
11. **Monday, Mar 31 (11-13) -** Leveraging on a World Brand (Confindustria)\*
12. **Tuesday, Apr 1 (10-13) -** Large Networks for Small Companies (Assocalzaturifici)\*
13. **Monday, Apr 7 (11-13) -** The Relational View To Understand Strategy-Making and Organizational Functioning (Prof. De Vita)
14. **Tuesday, Apr 8 (10-13) -** The Use of Inter-Organizational Networks to Promote Innovation (Prof. De Vita)
15. **Monday, Apr 14 (11-13) -** The Increasing Interest Shown by Firms Towards Open Approaches (Prof. De Vita)
16. **Tuesday, Apr 15 (10-13) -** Social Network Analysis Applications Within Organizations(Prof. De Vita)
17. **Monday, Apr 28 (14-16) -** Open Innovation Networks (Dr. Papa)
18. **Tuesday, May 6 (14-17) -** Group Project Presentations - Peer Review and Assessment

\*Each student must attend this class.

**General Information**

* In case of any request of information, please do not hesitate to contact Prof. Alessandro Sinatra (asinatra@liuc.it) or Dr. Fabio Papa (fpapa@liuc.it)
* To download course material, please visit LIUC's website (my.liuc.it)
* Minimum 80*%* attendance(14/18)is required - from the first day of the program - to take the "attending student exam"