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del Sacro Cuore

## Social and Eco Entrepreneurship

PROF. MARCO MINCIULLO

### OVERVIEW

**Area:** Business  
**Dates:** 10 June – 20 July (2 weeks)  
**Campus:** Milan  
**Course Number:** IB/MG350su  
**Term:** Summer School 2018  
**Credits:** 6 ECTS

### COURSE DESCRIPTION

This course deals with the concepts of social and environmental entrepreneurship, which are receiving increasing attention from all over the globe – with no exception in Italy. In this course, the Italian trend of establishing and scaling up entrepreneurial initiatives with social and environmental purposes is presented and analysed through case studies, guest speakers and field visits to selected Italian best practices.

### COURSE CONTENTS

- a. Setting the boundaries of social and eco entrepreneurship
- b. The main social and environmental issues
- c. Opportunity recognition in the social and environmental sectors
- d. Most successful social and eco entrepreneurship business models
- e. Strategies for scaling up the impact

The learning goals of the course are:

- To become familiar with the notion of social and eco entrepreneurship
- To develop a deep sensitivity and knowledge towards the most critical social and environmental issues which affect Italy and Europe
- To acquire an entrepreneurial mind-set in order to overcome such issues

### METHOD OF TEACHING

Seminar (with group activities and guest speakers) and field trips

### COURSE REQUIREMENTS

- a. Students are expected to regularly attend class sessions and to actively take part in class debate and case discussions
- b. Students are expected to be prepared on the assigned readings before the lectures;
- c. Students are expected to deliver one group assignment and present it to the class.

At the end of the course students will take a final exam covering contents of the whole program.



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## CREDITS

6 ECTS credits

## GRADING

Class participation	20 % of final grade
Personal assignment + class presentation (see specific instructions)	35 % of final grade
Final written exam (open and multiple choice questions, to be answered in 90 minutes, through an online platform)	45 % of final grade

## COURSE READINGS AND MATERIALS

All the readings and the lecturer's slides will be available on Blackboard.

## SITE VISITS

- i. Eco Enterprise (tbd)
- ii. Social Enterprise (tbd)

## RULES OF CONDUCT

**Attendance:** Attendance is mandatory and no absence/s will be excused. Unexcused absences will result in a ZERO in the grading scale. In case of health issues, students will need to inform both UCSC International Office (at [international.advisor@unicatt.it](mailto:international.advisor@unicatt.it)) and the professor and provide a medical certificate.

**Exam Date:** The exam date cannot be re-scheduled. Unexcused absences will result in a failing grade. In cases of unforeseeable circumstances such as illness or injury on the day of the exams, the student must submit a medical certificate and communicate his/her absence to the Professor and UCSC International Office via email prior to the exam. If the student does not justify his/her absence through sufficient documentation and with adequate notice before the final test, the student will receive an automatic Failed.

## SCHEDULE

- **Lesson 1:** Introduction to Ecopreneurship
- **Lesson 2:** Environmental Management Practices
- **Lesson 3:** Strategic approaches to Sustainability
- **Lesson 4:** Local and International Best Practices
- **Lesson 5:** Visit to an Eco-enterprise
- **Lesson 6:** Introduction to Social Entrepreneurship
- **Lesson 7:** Scaling social impact
- **Lesson 8:** Visit to a Social Enterprise
- **Lesson 9:** Challenges and Support to Social Entrepreneurship
- **Lesson 10:** Final Written Exam and Presentation of essays



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## BIO OF INSTRUCTOR

**Marco Minciullo** obtained his PhD in Management at Università Cattolica del Sacro Cuore in Milan, Italy. He is currently Post-doctoral researcher at Università Cattolica of Piacenza (Italy) and Research fellow at ALTIS-Postgraduate School Business & Society. He collaborates in teaching Introduction to Management and Corporate Strategy at the Università Cattolica del Sacro Cuore.

He is also Visiting Researcher at University of California (Irvine), Blekinge Tekniska Hogskola (Karlskrona - Sweden), Universidade Católica Portuguesa (Lisbon - Portugal), Loyola Institute of Business Administration (Chennai – India), and Universidade Católica do Moçambique (Nampula – Mozambique).

His research interests are mainly related to Corporate Governance, Sustainability, CSR, Strategic Philanthropy, and Micro-Insurance.

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