

## ***MOBILITY SCHOLARSHIP QUESTIONNAIRE***

***A) Your program of study (courses, assignments, course format). Add the exact number of class hours per course.***

*Note: Bocconi did not provide the number of hours per course in my course selection.*

I am currently abroad at Bocconi University in Milan, Italy. My program of study is Finance. I am taking the following courses:

- 30177 Financial Modelling
  - Coursework mainly focuses on functions already embedded in the worksheet as well as on procedures designed to solve specific problems. The course concentrates on the application of several theoretical models for financial valuation, optimal portfolio choice and performance evaluation. In class, we work on laptops to complete excel worksheets provided by the professor; we have one 100% final. The course is worth 6 credits and is part of the Department of Finance.
  - Course content summary:
    - Tools: introduction to Excel (array, financial and statistical functions) and add-ins (Solver and Data Analysis)
    - Mean-variance portfolio choice: efficient frontier with and without shortselling constraints; parameter uncertainty
    - Bonds: duration, convexity, immunization and the term structure of interest rates
    - Stocks: CAPM, beta estimation and the security market line; introduction to APT and multi-factor models
    - Options: binomial model, lognormal distribution and Black-Scholes model
    - Further topics: event study, style analysis
  
- 30221 Management of Fashion Companies
  - The course is aimed at providing an overview of the fashion system and an in-depth understanding of the strategic, organizational and managerial features of fashion companies, both in the high end and in the mass market. We have a group project focused on a specific brand chosen by the class, and one final. The course is worth 6 credits and is part of the Department of Management and Technology.
  - Course content:
    - Defining fashion.
    - Industry segmentation and main business models in fashion (luxury, fashion designers, premium brands, fast fashion).
    - Fashion pipeline, timing and management of fashion trends.
    - The competitiveness of national models: France, Italy, US.
    - Consumer segmentation in fashion.
    - Defining positioning in fashion: product, distribution and communication strategies.
  
- 30230 Personal Selling

- After reviewing the major trends in the evolution of the role played by salespeople in nurturing relationships with customers, methods and practical tools to make sales-related decisions and manage customer relationships are presented. We have one optional group project that provides 1 bonus point and one final. The course is worth 6 credits and is part of the Department of Marketing.
- Course content:
  - Managing the selling process: from transaction to relationship
  - The changing role, nature and activities of salespeople and sales managers
  - Key competencies, skills and behaviours of salespeople
  - Managing interpersonal relationships with customers
  - Listening skills
  - Negotiation skills
- 30428 Introduction to the Legal System - Module 1
  - The first part of the course provides a general introduction to the study of law, starting with the basic concepts of jurisprudence. The expected goal thereof is that students become acquainted with the economic and political dimension of law, understanding it as the level playing field of any social relation, both at the domestic and the international level. We have a midterm and a final in this course. The course is worth 6 credits and is part of the Department of Law.
  - Course content:
    - Law and economics.
    - Law and the state.
    - National and international (private) law.
    - Rules, principles, (families of) legal systems.
    - Civil law and common law.
    - European law.
    - Private and public law.
    - Sources of law.
    - Soft law and trends of supranational law: principles of European Contract law (PECL), Draft Common Frame of Reference (DCFR), UNIDROIT Principles of International Commercial Contracts (PICC).
    - Natural persons and legal entities.
    - Contracts.
    - Consumer protection.
    - Torts and unjustified enrichment.
    - Property.
    - Remedies and settling of disputes.

***B) The timetable (academic calendar, registration dates, orientation, beginning and end of classes, exams, holidays, number of semesters, etc.) Please submit the precise dates so students will know when to book their flights next year.***

Regarding the course timetable, I started my optional Italian language crash course on January 24<sup>th</sup> and began my courses on February 4<sup>th</sup>. The Italian language crash course finished on January 8<sup>th</sup> with an exam on January 9<sup>th</sup> consisting of oral, auditory and written portions. In addition to the crash course, I am taking 4 academic courses mentioned above. From March 15<sup>th</sup> – March 27<sup>th</sup> we did not have class due to midterms; I had one midterm for Introduction to Law on March 20<sup>th</sup>. I

registered for classes on January 9<sup>th</sup>. Course selection was slightly difficult, as you had to choose courses that did not overlap in addition to final exams that did not overlap. Major holidays in my semester are March 16<sup>th</sup> – March 27<sup>th</sup> and April 19<sup>th</sup> -28<sup>th</sup>. Classes end on May 11<sup>th</sup> followed by finals.

Our orientation for the international exchange students was organized by ESN Bocconi. Two weeks were dedicated to day and night events as well as weekend trips in Italy. The orientation weeks were very well organized. Often “aperitivo” was held – popular in Italy, you pay 10-15€ for one drink and an unlimited buffet from 7pm-10pm. This is a great time to socialize and meet new people.

Regarding traveling, I booked my flight into Milan on January 23<sup>rd</sup>, one day before the crash course exam, and moved into my residence, Arcobaleno Residence, the same day. My flight home is booked for June 1<sup>st</sup>, the earliest possible time for departure. I unfortunately will not be traveling long after my last exam on May 23<sup>rd</sup> due to beginning an internship on June 3<sup>rd</sup>. However, I would recommend students enjoy their time in Europe to travel after their exchange to stay several weeks or for the rest of the summer. I booked a round trip through Air Canada for approximately \$900.

***C) Procedures to follow upon arrival. List and description of services offered by the International Exchange Office of the host institution. Registration and course selection. Social activities.***

Procedures to follow upon arrival included applying for a Permit of Stay (total cost of 106€) within 8 working days from their arrival in Italy at the Post Office. Required filling out a form, passport photos, scan of passport and ID, and purchasing a stamp at a tobacco shop.

The International Student Desk (ISD) is the office dedicated to incoming exchange students at Bocconi. The ISD team offers a series of tailor-made services throughout the semester to ensure students make the most of their time at Bocconi. The ISD office organizes a series of social events and orientation activities at the beginning of each semester to help students get used to the new environment: Orientation meeting, Permit of stay counseling service (for non-EU students), Welcome Desk, University Tours and Milan Guided Tours, and Cross Culture Sessions and Leisure Activities. ISD organizes optional courses in order to help exchange students get familiar with Italian such as the Italian Language Crash Course (an intensive course scheduled before the beginning of Bocconi classes with levels from beginner up to advanced) and Italian Language Follow-Up Course (scheduled throughout the semester with levels from pre-elementary to intermediate). Both have mandatory attendance.

Social activities included several nights out in popular Milan clubs (Old Fashioned, Hollywood, Alcatraz), aperitivo (Iguana, Fondarie Milanese, Navigli), weekend trips organized by ESN (Bologna, Turin, Venice) and other activities such as speed dating, soccer games to see AC Milan, and museum tours. ESN continues to run events throughout the semester as well such as a Tuscany weekend trip (Pisa, Florence, Tuscany region) and night events. Especially if you live in residence, there are always groups of people going out every day of the week. There are also multiple WhatsApp groups for traveling, photography, fitness, museums, etc.

***D) Budget outlining the cost of studying abroad (i.e. airplane tickets, housing, vacation and daily travel costs, textbooks, meals, etc.).***

Budget for the semester is the following:

- Housing: between 500 (shared bedroom in private apartments) and 900€ per month. I paid approximately 700€ for a room in Arcobaleno residence. The room was spacious, bright, clean (we had maid service once per week) with common kitchens on the floors. There was a laundry room and a gym as well. You had to pay for laundry. The only disadvantage is that the residence is far from the university on a 30min tram ride. However, you meet many exchange students by living in the residence.
- Textbooks & School Supplies: 200€
- Food:
  - Italian breakfast: 2-3€ (espresso, coffee or cappuccino + croissant)
  - Complete meal at the university canteen: approx. 4€ (Meal Plan at a special price for exchange students)
  - Lunch at cafes: 10€
  - Pizza dinner: 15-30€
  - Dinner at a restaurant: 30-50€
  - Drinks: 5€-15€ each
- Milan Transportation: the monthly pass costs 22€ for students under 26 and 35€ for students over 26
- Bocconi Gym: 100€ for 5 months (exchange students rate) + a 25€ annual subscription (Note that this gym requires a doctor's medical note! I chose not to attend this gym and used the free gym at my residence instead).
- Flights: Return & Arrival: \$800-\$1000 with Air Canada

***E) Application procedures before your arrival (visa deadlines, documents required for visa, course registration, housing deposit, etc.).***

Housing: if you are applying for university housing, places are limited and assigned on a first-come-first-served basis. We applied online and provided a 400€ deposit.

Visa: Once you receive your letter abroad, go to your local Italian embassy. Emphasis on local - I tried to apply to the Toronto Italian consulate when I was working in an internship there, and because I didn't have official documents with a Toronto address (my home address is Ottawa), they didn't accept my application. These are the documents I needed for a +90-day Study Visa:

- 2 passport photos (Shoppers is quick)
- Passport & photocopies of its pages
- Drivers license / health card & photocopies
- Letters from your hosting university & your university
- Travel health insurance
  - Ensure your insurance has the word "expatriate" and matches all your visa requirements! I ended up having to buy new health insurance as my confirmation didn't have that exact word.
  - I bought Manulife Student Travel Insurance
- If you're self-funding, print your most recent 3 bank statements and make sure you have the required amount for your period abroad
- Proof you are a current student of your university (i.e. transcript)
- Your flight itinerary & confirmation of housing
- Visa application form filled out (you can do it at the embassy)
- ~\$100 cash for your visa fees

Make sure:

- You have a consistent home address on your documents
- Attempt to insert as many Italian words as you can to the person processing your Visa
- Your dates align (study dates, flights, health insurance, housing, etc.)
- Apply for multiple reentries into your country so you can travel

Course Registration: as mentioned above, I registered for classes on January 9<sup>th</sup>. Course selection was slightly difficult, as you had to choose courses that did not overlap in addition to final exams that did not overlap. Otherwise the registration was straightforward.

You also have to create a Bocconi account early January, all instructions are provided to you via email. Once accepted into Bocconi, students must complete an online application and upload the following documents:

- Most updated university transcript
- CV (resume)
- Headshot photo
- Passport data page

***F) Address and description of housing. Cost of housing.***

My university residence (Residenza Arcobaleno) address was: Via Fratelli Frascini 3, 20142 Milano, MI, Italy. Cost is ~700€ per month. This dorm is partly dedicated to incoming exchange students. Rooms are single, in 2-room apartments with bathroom to be shared with another student of the same gender. All bedrooms have a bed, desk and wardrobe, and are equipped with heating, air-conditioning and wireless Internet access. In addition, blankets, sheets, pillowcases and towels are provided. Linens are changed and rooms are cleaned once a week. There are 3 floor kitchens and a coin laundry area in the building.

I applied for the international exchange student residence called Arcobaleno Residence as I heard that was where you meet the most people. I am happy I chose this residence as I have met many other international exchange students mostly from Germany, Australia, and America. Some students complain that the residence is too far from campus (30min by tram) and it is expensive to find transportation home after a night out, as Milan public transportation tends to end earlier. Catching a cab or Uber back to the residence is approximately 50€, so it is better to split with people coming back to the residence. I would have chosen another residence closer to campus next time but I do not regret this choice as I have made many friends.

***H) Other comments or recommendations. & I) Add a description of about five to seven sentences summarizing your experience.***

I have greatly enjoyed my time abroad so far. I have travelled around Italy (Venice, Lake Como, Milan, Padova, Genova); Scotland (Edinburgh, Glasgow, Highlands); Germany (Karlsruhe, Heidelberg); France (Paris, Strasbourg); Hungary (Budapest); Austria (Vienna); England (London) and have several more trips planned. The university courses, professors, and students are also wonderful. I am greatly enjoying my courses. I also joined the Bocconi Students Capital Markets association to meet like-minded students interested in finance – I am currently an analyst at the fund and will submit an article focused on finance in the Americas region within the next week. We meet monthly. Many students have investment banking of sales & trading internships with global banks in London, New York and Milan. I often visit the Milan museums, try different

restaurants and bars with friends, and go to a café everyday for a cappuccino and brioche (croissant). This exchange is the best semester of my university experience!