

# Mediterranean Agronomic Institute of Chania

MASTER OF SCIENCE IN

2023 / 2024

## BUSINESS ECONOMICS AND MANAGEMENT

The Master of Science in Business Economics and Management (**BEM**) is an intensive postgraduate program specifically designed for highly qualified students who are committed to becoming innovators in the academic and/or the entrepreneurial world. It is dedicated to offering the best possible education and research training to endow students with the knowledge and skills required for the competitive regional, national and global marketplace.

This is a two-year full-time program leading to a Master of Science degree (**120 ECTS**), that perfectly combines courses with research work, field and computer laboratory exercises. During the first year of their studies, students receive solid theoretical and practical training in Business Economics, Finance, Management and Marketing. Upon the successful completion of the first-year program, students are awarded the Master of MAICh (60 ECTS), while those that stand out for their academic performance and satisfy the criteria set by CIHEAM-MAICh's specific regulations have the opportunity to develop a research-based thesis and are awarded the Master of Science (M.Sc.) of CIHEAM (120 ECTS).

The BEM program instills an international mindset in talented and highly qualified individuals from diverse backgrounds and disciplines, and fosters an attitude of autonomous, critical and informed reflection. The program's hallmarks are:

- ▶ the teaching staff, who are all faculty members of renowned universities, constituting a thriving academic community that works to advance students' knowledge and expertise.
- ▶ the assistance and coaching provided to the BEM graduates to pursue Ph.D. studies with full scholarships at well-known universities all over the world.

Currently, a large number of M.Sc. graduates of CIHEAM-MAICh are building academic/professional careers at well-known universities, research institutes, state organisations and private enterprises.



### INFORMATION

For more information, visit our website at: [www.iamc.ciheam.org](http://www.iamc.ciheam.org) or send inquiries to [baouraki@maich.gr](mailto:baouraki@maich.gr)



### HOW TO APPLY

Applications to study at CIHEAM MAICh must be made through the online application form that can be accessed by this link: <http://apply.maich.gr/>

### REQUIREMENTS

Applicants must be holders of a B.Sc. degree in a discipline compatible within the specialization areas of the BEM program, equivalent to a minimum of 4 years of undergraduate studies (240 ECTS), which qualifies them to undertake studies at the postgraduate level.

The documentation required by CIHEAM MAICh includes:

- ▶ Academic records and transcripts and graduation degree
- ▶ Proof of English language competence
- ▶ Two letters of recommendation
- ▶ The program is conducted entirely in the English language.

**Selection** of candidates is made on the basis of the files submitted by the applicants, taking into account their academic progress, professional experience acquired, reference letters and English language competence.

**Priority** is given to applicants from CIHEAM member countries.

### SCHOLARSHIPS

Qualified candidates may be eligible for scholarship, covering fully or partly: tuition, teaching material, board, lodgings, health insurance and compensation.

## EDUCATIONAL SEQUENCE

### First-year Studies Programme

The first-year Studies Program of the Curriculum is organised in 7 Units (60 ECTS).

**SEMESTER I** (October 2023 – February 2024)

#### **BEM510.2610.0 - Quantitative Methods (6.0 ECTS)**

- ▶ Introduction to Statistics
- ▶ Mathematics for Decision Making

#### **BEM520.1910.0 - Economics of Resource Allocation (9.0 ECTS)**

- ▶ Introduction to Market Economics
- ▶ Supply and Demand Theory - Market Models
- ▶ Resource and Welfare Economics

#### **BEM530.2908.0 - Business Economics (9.0 ECTS)**

- ▶ Market Structure
- ▶ Price Analysis
- ▶ Econometrics and Time Series Analysis

#### **BEM540.1606.0 - Operational Management Methods (6.0 ECTS)**

- ▶ Principles of Management
- ▶ Operations Research

**SEMESTER II** (February 2024 – June 2024)

#### **BEM550.31214.1 - Financial Investment Decision Making (12.0 ECTS)**

- ▶ Financial Management
- ▶ Theory & Applications of Cost-Benefit Analysis
- ▶ Macroeconomics

#### **BEM560.21513.0 - Management - Marketing (15.0 ECTS)**

- ▶ Strategic Management
- ▶ Marketing
- ▶ Agricultural Marketing
- ▶ Agro-food Policy and CAP
- ▶ Management of Business Cooperatives

#### **BEM500.1312.0 - Extended Essay (3.0 ECTS)**

- ▶ MSc Thesis Skills in Business Economics & Management: Extended Essay

### Second year - The Master of Science Programme

(Project - 9 months duration, 60 ECTS)

The MSc thesis typically entails a major research project for which students apply technical and analytical skills learned in their coursework to conduct original theory-based research, in close collaboration with a supervisor, who oversees all stages of the thesis from the initial proposal to its final submission.

Students learn to carry out a valid study and acquire common research-related competencies such as topic selection, addressing a contemporary business issue in their chosen area of specialization, proposal preparation, literature reviewing, hypothesis/methodology or experimental design formulation, data collection, scientific writing and critical interpretation of results.



The CIHEAM MAICh campus is situated in the heart of a pine forest and is conveniently located just 3km from Chania (Crete, Greece), a town well-known for its exquisite natural, cultural and academic environment.

### INDICATIVE M.Sc. RESEARCH TOPICS

- ▶ Management, Sustainable Management, Financial Management
- ▶ Corporate Finance, Energy Finance
- ▶ Business Analytics
- ▶ Input-Output Modeling
- ▶ Econometric Analysis
- ▶ Agri-food Supply Chain, Agri-food Policies
- ▶ Marketing, Market Research Surveys, Green Marketing
- ▶ Bio-economy and Circular Economy
- ▶ Regional and Rural Development Planning



**MEDITERRANEAN AGRONOMIC  
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