

## **PROGRAMME SPECIFICATIONS**

**Undergraduate Training Programme in Fashion Management  
Concentration in Fragrances & Cosmetics  
3-Year course  
ISTITUTO MARANGONI DUBAI**

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## **PROGRAMME SPECIFICATION**

**Undergraduate Training Programme in Fashion Management - Fragrances & Cosmetics · 3-Year course**

### **Brief Overview**

Over the past 85+ years Istituto Marangoni has grown and developed alongside the thriving Italian fashion and design industry. Through an exciting curriculum aimed to develop practical, creative, and business and management skills which are subject specific, and relevant to the international fashion industry, Istituto Marangoni undergraduate courses prepare students with the necessary knowledge and know-how in order to enter a professional career in the fields of Fashion Design, Accessories and Footwear Design, Fashion Styling, Fashion Business and Communication, Multimedia Arts, Interior Design, Product Design, Visual Design, Art History and Culture.

### **Certification Attained**

Participants who successfully complete this course will be awarded a Istituto Marangoni certificate.

### **Course description (Curriculum)**

The course provides the skills for those students who want to enter the business aspect of the fashion industry, with a strategic and market-oriented blend of the main perspectives: marketing, communication, management, buying, retail and supply chain. The course allows students to work on branding, strategy, communication, marketing and retail, and possess a thorough knowledge of the fashion panorama. With a clear focus on the managerial and commercial aspects of fashion, students will be equipped with a thorough knowledge and understanding of the different types of businesses of the fashion industry. They will become familiar with the strategic issues related to the development of a product offer - from the collection of a designer brand to the assortment of a high street retailer - mastering all the technical skills required to both retail and wholesale buyers. The sound knowledge in marketing, communication, management, buying, retail and supply chain enables them to develop an advanced appreciation of the marketing mix and the marketing communication tools available to fashion organisations. Students acquire a strategic, and market-oriented blend of the main perspectives in fashion business; covering strategy, fashion marketing, communication, fashion management, brand management, retail operations, sourcing, buying and global distribution. During the course, students will develop their business expertise, in the investigation and application of the principles of business practice with a high level of numerical literacy and commercial skills to real fashion business scenarios in the global fashion marketplace. The students' educational path includes time-tested and contemporary business practices and approaches that are analysed in order to achieve successful business goals. Students are exposed to an interdisciplinary strategic approach to business that will make them thinkers who build and capitalise on their knowledge and skills, developing future facing business strategies, for their own ventures, or re-invigorating strategies, within existing businesses. They are exposed to an advanced level of marketing and fashion management, with regards to the current changing dynamics of the fashion industry that include digital marketing, e-commerce, merchandising, buying and omni-channel consumer experiences. Time management, teamwork, and professional presentation skills provide a correct approach to business relations and networking. Graduates of this course will cultivate brand marketing and omnichannel strategies, for a fashion product or fashion brand and they will learn the principles of economics and finance, in order to measure profitability and ensure compliance with budgets and strategies and implement specific cost control systems.

## Course descriptions (Subjects)

### FIRST YEAR

Year 1 of the Undergraduate Training Course in Fashion Management Concentration in Fragrances & Cosmetics comprises the following modules:

- FASHION MANAGEMENT F&C 1 - INDUSTRIAL ECONOMICS
- FASHION MANAGEMENT F&C 2 - SOCIOLOGY OF FASHION
- FASHION MANAGEMENT F&C 3 - MATERIAL SCIENCE
- FASHION MANAGEMENT F&C 4 - MARKETING

### Information Technology Fundamentals

The aim of the course is to allow students to develop a deep understanding of Microsoft Office Suite (Outlook, Word, Excel and PowerPoint). Students will learn how to create professional documents and presentations with Word and PowerPoint. They will discover how Outlook has recently evolved into a tool that can manage not only e-mail, but also conference calls, events, meetings and contacts. Particular attention will be paid to Excel, which will provide students with key Business Intelligence skills aimed at analysing and processing data. The course will conclude with an introduction to "big data" and the use of these to create interactive dashboards and reports.

### History of Fragrances and Cosmetics

This subject involves the study of the history of perfume and its evolution in different eras, from its origins to the present day, with a specific focus on the 20th century. It consists of an overview of the importance and evolution of perfumes & cosmetics cross-culturally, spanning over 5000 years of history and focusing on myth, medicine, money, method, and molecule. The unit aims to develop a fundamental understanding of the structure and sociological implications of beauty practices: the cosmetic historical path is unique, complex and intertwined with the idea of power due to the subtle force of fragrance persuasion. By studying the psychology of beauty, students develop an understanding of how to interpret creative directors' input in order to create new sensations. They will acquire the ability to explore the latest trends, cultural movements, and innovations in active ingredients and materials, in addition to exploring alternative ways to communicate and distribute products: unisex fragrances, sustainability, AI, new technologies, and consumption.

### Sociology Of Fashion

Sociology interprets fashion phenomena according to the cultural context. The discipline focuses on the peculiar aspects of interaction and relationship that link the identity of a fashion product to the socially and culturally significant values that govern the collective and individual behaviours of a company, determining the aspects of material, organizational and productive culture. Referring to classical and contemporary sociological theories, students will learn how to interpret fashion phenomena in relation to the expression of social and individual identity, as well as to recognize and understand socio-cultural trends. In this framework, contemporary issues of particular relevance for the fashion industry, such as gender, sustainability, digitalization, globalization, and, more generally, communication and consumption, will be addressed.

### Industrial and Agricultural Economics

This course will introduce students on the basic principles of agricultural economics. They will focus on production economics, principles of supply and demand and resource economics, with specific reference to the production process of fragrances and cosmetics. Student will become familiar with the definition, nature and scope of agricultural economics, studying agriculture as an industry, its peculiarities & role in the national economy.

### Graphic Design

The course aims to provide a foundational understanding of graphic design principles, focusing on visual communication essential for Fashion Management students. Covering topics such as color theory, typography, layout design, and brand identity, it emphasizes the application of these elements in the fashion industry. To encourage students to appreciate the role of graphic design in branding, the course incorporates methods of acquiring and applying visual information from various sources. Students will explore how visual elements express social, cultural, and economic trends. The course equips them with the skills to develop visual communication strategies and create presentations that resonate with contemporary fashion markets.

## Foreign Language

The course is designed to broaden and improve students' English language skills in different contexts and situations related to both their chosen disciplines, as well as real-life contexts.

By looking at the principles of effective communication and through class practice and assignments, students will be given tools and tips to enhance their communication, and develop their self-awareness as well as audience awareness when it comes to the two main forms of communication, written and oral.

Main focus of the course will be Business English, with a specific reference on how to pitch ideas as well as how to write a CV and prepare for job interviews, to get students ready to step into the work environment.

## Materials Science and Technology for Fragrances & Cosmetics

The course introduces the knowledge of natural environments and resources as well as the chemical and physical properties of various project materials, knowledge understood as the basis of transformation and use processes. In particular, the fundamental technologies for the use of materials for the production of perfumes and cosmetics are developed with a view to the preliminary skills required for project formulation.

For this purpose, the overall performance of materials is analysed, also considering the research and production of new artificial and composite materials. The unit also aims to explore and recognize how fashion houses/brands are developing fragrances and cosmetics products to manage product design and development.

Students become familiar with the main design factors and concepts behind the world of luxury products, including product area, as well as understanding how companies overcome production challenges while taking into consideration strategic issues such as ethics and green supply chain.

## Mathematics for Business

The course aims at the development of theoretical knowledge and applicative skills in the logical-mathematical field, as a critical and methodological support for managing business processes typical of the fashion industry.

Basic mathematical knowledge will be consolidated, imparting elements of operational research aimed at measuring company performance, with particular reference to the analysis of sales and profitability.

The course will therefore represent a fundamental support for all technical and managerial disciplines for which quantitative skills are required, from strategic marketing to management control, from collection merchandising to the development of omnichannel strategies. Finally, the course will allow students to approach the topic of big data and their strategic management in the business environment.

## History and Criticism of Contemporary Design

The disciplinary sector the course belongs to includes the studies of History of Arts and Techniques and History and Culture of Design. The history of art, understood in its broadest sense of the history of aesthetic productions, is characterized as a theoretical-critical study of the main phenomena relating both to the specific field of art and to the products of material and industrial culture. The history and culture of design considers, starting from the nineteenth century, the formal and aesthetic typological development of products interpreted as a result of the social, economic and cultural factors that characterize the different historical periods. The exemplary products of the history of design are also seen as a result of the different design theories and methodologies, as a product of technological development, as an expression of the business culture in its relations with social and economic development.

The course of History and Criticism Of Contemporary Design addresses the evolution of the main currents of design in the field of product design, interior design and communication design, highlighting the contamination between design and other areas of the cultural industry. In this framework, a special attention will be paid to the world of fashion and the domains closest to it, in particular art, cinema, photography and theatre.

The relationship between design, fashion and the cultural industry will be addressed by referring to multiple interpretative paradigms, especially aesthetics, philosophy of art and semiotics.

## Communication Science

The course is divided into two modules. In the first, students will learn about the main theories regarding communication within a business organization. The lessons will enable students to become more aware of their personal potential and develop important soft skills related to public speaking, leadership, and intercultural communication. The second module approaches marketing communication strategies, exploring the world of advertising, corporate communication, media relations, event management and PR. Moreover, students will approach the contemporary dynamics in digital communication, deepening the strategic role of social media and digital marketing. At the end of the course, they will learn how to perform a critical analysis of the communication strategies implemented by fashion and luxury brands, identifying key success factors and potential pitfalls. They will also discover the practice of triggering emotional responses and desires, identifying key messages that appeal to consumers' emotional needs and aspirations.

### **Basics of Perfumery**

The unit aims to explore and recognize how fashion houses/brands are developing fragrances and cosmetic products, from creative director input to managing product design and development, supply chain and manufacturing processes, as well as distribution and retailing, specifically related to luxury beauty distribution. Students will become familiar with the main design factors and concepts behind the world of luxury products, including product area, brand and category positioning, as well as understanding how companies overcome production challenges, while taking into consideration strategic issues such as ethics and 'green supply chain' and retail management.

### **Marketing**

The aim of the course is to provide students with a thorough understanding of fashion marketing. Students will analyze the fashion system and the fragrances and cosmetics business sector, and learn to identify consumer segments, target markets and strategic positioning. Managerial skills will be developed both from a consumer behaviour and both from a consumer behavior and marketing point of view, with a focus on strategic planning and the definition of objectives within the fashion business. Through the analysis and understanding of contemporary market trends, together with the marketing principles and techniques learned in the course, students will mature their skills in evaluating and selecting the most appropriate marketing strategies for the fashion and luxury industry.

### **Techniques of Visual Communication**

The course will enable students to strengthen their visual communication skills, learning how to effectively, clearly and professionally illustrate the technical and creative components of a project. They will learn how to use the Adobe package to present the creative research supporting the development or the concept of a collection, producing moodboards and research books. Moreover, they will learn how to create professional documents as color charts, fabric charts and collection boards. Conceived as a design for range planning laboratory, the course will also enable students to intervene on designers technical drawings, in order to make them more in line with market demands and increase their commercial potential. A technical skill that today is more and required to professionals figures different than designers, especially product developers and buyers.

### **Free Study Activities**

The entire amount of credits for the first year's Free Study Activity (4 CFA) will be given to the student for a series of written contents covering different topics revolving around fashion management. These contents will be resulting from autonomous research activities conducted by the student to explore the interdisciplinary contamination between fashion and other creative fields. A special focus on the cultural scenery of the MENA region will also be requested. Some of this content might be then submitted to be published on Istituto Marangoni's corporate online magazine "Maze35", or used for a class blog or to nurture Istituto Marangoni Dubai cross-departmental research activities. The contents must comprise a total of at least 2500 words (not including bibliography or any appendix), complete with images and any material elaborations.

## **SECOND YEAR**

Year 2 of the Undergraduate Training Course in Fashion Management Concentration in Fragrances & Cosmetics comprises the following modules:

- FASHION MANAGEMENT F&C 5 - HISTORY AND CRITICISM OF CONTEMPORARY FASHION
- FASHION MANAGEMENT F&C 6 - PRODUCTION PROCESSES FOR FRAGRANCES & COSMETICS
- FASHION MANAGEMENT F&C 7 - DIGITAL MARKETING & DATA SCIENCE
- FASHION MANAGEMENT F&C 8 - FINANCE & MANAGEMENT CONTROL

### **History and Criticism of Contemporary Fashion**

The course explores the evolution of global aesthetics focusing on the history of costume and fashion of non-Western countries. A particular attention is paid to Japan, China, India, and the Middle-East.

In this framework, phenomena as modest dress, exoticism, orientalism and cultural appropriation are critically reviewed. Students will learn to critically analyse key aesthetics, icons and symbols with their relations to contemporary trends, cultural movements and innovation in textiles and materials.

### **Psychology of Fashion**

Students are introduced to the fundamental psychological schools and approaches, including Behaviourism, Cognitivism, Gestalt, Clinical Psychology, the Psychology of personality, and Dynamic Psychology. Psychological theories are explained in the framework of Consumer Behaviour, providing the students the tools to investigate consumers' selves, perceptions, attitudes, memory, emotions and values.

The course also explores the domain of neurosciences and their application to Fashion Marketing and Brand Management.

### **Design for Publishing**

This course is specifically designed to serve as a broad foundation for students from non-design backgrounds to give form to content. This is a hands-on studio course that will begin with projects that investigate typography, book and pamphlet design, digital printing, content on the web, and ideation. The course considers the development of design culture as a system of relating to the complexity of the contemporary landscape of languages and media, with particular reference to the world of publishing related to the fashion, fragrance and cosmetics sectors. It offers knowledge and working methodologies that allow, starting from the definition of a critical framework of the media universe, to develop an interdisciplinary and conscious design capacity towards commodity-information.

Investigation and design in different media allow the development of cross-disciplinary skills and the ability to dialogue with multiple specialists, and the use of various disciplines in the design, coordination and realization phases of the communication product.

### **Production Processes for Fragrances & Cosmetics**

Students learn the fundamentals of product development, collection merchandising and coordination strategies, with specific reference to the world of fragrances & cosmetics. Therefore, they learn to manage all the stages of the supply chain, from sourcing to retail stores delivery: sourcing, collection design, samples production, market launch through fashion shows and trade exhibitions, sales through showrooms, manufacturing and distribution to end consumers. At the end of the course students will also be able to master technical and professional tools. Students become familiar, as well, with understanding how companies overcome production challenges, while taking into consideration strategic issues such as ethics and 'green supply chain' and retail management.

Trends and product influences are discovered, to increase an awareness of established products while planning a launch of a new fragrance, seasonal makeup collection or skincare product, while considering consumer behaviour for an appropriate brand mix.

### **Project Management**

The course focuses on Project Management in order to enable students to successfully manage complex processes and operations related to fashion product development, manufacturing, promotion and distribution.

The participants will learn to critically examine the practice of managing resources and teams, approaching key issues in forming, developing and implementing a project, as well as defining an effective time management plan.

### **Trend Forecasting**

Students learn the fundamentals of trend diffusion and fashion forecasting and apply the main interpretative theories and methodologies related to different geographical areas and markets.

The course pays a special attention to the role of technology in supporting predictive tools, exploring the domain of AI-driven fashion forecasting.

As a result, students will acquire a deep understanding of new methodological approaches, as image recognition and social media listening. Moreover, they will learn how to master AI-driven trend reports and to design business solutions supported by AI/Big data market & industry insights.

**Fragrances & Cosmetics Brand Communication**

The course focuses on the fundamental theories and methodologies of Brand Management for fragrances and cosmetics, deepening strategic issues related to brand image, brand identity, brand equity, and brand experience, with specific reference to fragrances and cosmetics. In this framework, students learn to develop strategic plans and promotional campaigns for luxury fragrances and cosmetics brands, in both online and offline environments. The course also introduces students to an analysis of the key success factors, customer behaviour, and potential pitfalls of brand communication and extension strategies. Students discover the practice of triggering an emotional response and desire, and investigate perfume and cosmetic brand traits that appeal to consumers' emotional needs and aspirations.

### **Digital Marketing & Data Science**

The course focuses on the new frontiers of Tech-Powered Marketing, making students familiar with the theoretical perspectives and methodologies of Digital Marketing, Engagement Marketing and Agile Marketing.

In this framework, students approach data-driven solutions and marketing predictive models, also exploring the opportunities offered by smart sensing infrastructures and tech-empowered interaction. Moreover, they get familiar with pricing strategies for virtual products, also including crypto-currencies and tokens.

### **Technologies for Fragrances & Cosmetics**

The course deepens the role of technology in fashion design and operations, enabling students to understand the phenomenon of the digitalization of the fragrances and cosmetics products supply chain. Specifically, students will become familiar with 3D product design, AI supported merchandise planning, virtual sampling, virtual showrooms, pure digital categories and NFTs, customization & on-demand production, blockchain & product traceability.

### **Web3-Integrated Product Design**

An advanced course where students learn how technology can support fashion companies in designing their strategies and managing their operations. To this end, the course deals with processes and data integration, intelligence data management, predictive models, decision engines, and organizational design.

### **Finance & Management Control**

Students learn how to apply financial theories, techniques and investment analysis for decision making in fashion business. The participants learn how to identify the main components and characteristics of management control systems, mastering how to implement various control systems techniques to measure the overall performance of the company and evaluate the financial and economic performances of an organization.

The course is also focused on cost management, enabling the students to be familiar with all the elements of costs in range planning and supply chain management.

### **Corporate Organization**

During the course, students will gain an in-depth understanding of different business strategies and models across all the markets of the production system. Students learn how to perform an industry analysis considering factors as market value, profitability, barriers to entry, and concentration. Moreover, they will discover different strategic management approaches, getting familiar with the fundamentals of business planning.

### **Free Study Activities**

The entire amount of credits for the second year's Free Study Activity will be given to the student for an individual research project related to the fragrances and cosmetics' industries. The course focuses on research methodology (primary and secondary), introducing the statistical tools of data analysis applied to management. The contents of the research project must comprise a total of at least 2500 words (not including bibliography or any appendix), complete with images and any material elaborations.



## THIRD YEAR

Year 3 of the Undergraduate Training Course in Fashion Management Concentration in Fragrances & Cosmetics comprises the following modules:

- FASHION MANAGEMENT F&C 9 - OMNICHANNEL RETAIL
- FASHION MANAGEMENT F&C 10 - CORPORATE COMMUNICATION
- FASHION MANAGEMENT F&C 11 - ORGANIZATION SKILLS & ENTERPRISE MANAGEMENT
- FASHION MANAGEMENT F&C 12 - INNOVATION MANAGEMENT

### Cultural Anthropology

Students will become familiar with the interpretative framework of cultural anthropology, strengthening their ability to critically analyze global fashion phenomena.

The course will provide students with an overview of the history and development of the ethno-anthropological discipline, from its origins, to today's theoretical formulations, focusing on the contemporary debates on fashion as a cultural phenomenon.

The course also examines the relationship between culture, clothing, and consumption practices. The field of cultural anthropology, focusing on fashion and consumerism, provides insights into how clothing and fashion choices are intertwined with cultural practices, social structures, and economic systems. As a result, the lessons shed light on the diverse ways in which societies engage with, and give meaning to the world of fashion and consumption.

By the end of the course, students will acquire a solid knowledge of the basic concepts, theories, and methodologies of cultural anthropology. They will be able to apply anthropological perspectives to the understanding of human societies and cultures, with a particular focus on fashion.

Moreover, they will develop a comprehensive understanding of the role of fashion in consumer societies, deepening the relationship between fashion and identity, power, globalization, and consumerism.

### Omnichannel Retail for Fragrances & Cosmetics

This unit analyses selective distribution and retail management theories and practices for fragrances and cosmetics products and their relevance in the global luxury products distribution environment. Students learn how to manage problem solving and decision-making skills in developing and evaluating a range plan, as well as planning and developing merchandising plans.

They become familiar with offline and online point of sales, as well as different visual merchandising strategies for luxury goods in their different channels of product axes or distribution. The course explores buying cycle, stock mix, the axes buying calendar, range planning, pricing strategies, and profitability, all crucial when planning the purchase of a product assortment. Through an in-depth study of merchandising and buying students are able to demonstrate and advanced understanding of the luxury product buying process from concept to consumer, in relation to varying customer and market levels.

### Metaverse Economy

In this unit, students will adopt a broader perspective to strengthen their strategic analytical skills in the domain of fashion distribution. They will go beyond analyzing the impact of next tech on omnichannel & buying strategies, exploring new consumer behaviors within the metaverse and other digital platforms, getting familiar with the "NFT consumer" and avatar shopping.

Students will also approach NTF marketplaces and discover advanced techniques as big data & A.I. driven sales forecasting, digital range planning & optimization, RFID stock tracking. They will also learn how to manage B2C and B2B relations within digital platforms as virtual showrooms.

### Packaging Design

This comprehensive course explores the step-by-step process of making a packaging design, from scratch to full production. It encompasses the rapidly expanding packaging industry from initial product concept, demographic research briefs, logo and imagery studies and structural strategy and web site through to 3D comprehensives as prototypes for display in the marketplace.

Students will also study packaging and its historical perspective: advertising campaigns, corporate branding/merchandising, FDA requirements, trademarking, green technologies, local vs. international packaging are discussed. Production: quality control, substrates (paper, plastic, glass, metal, etc.), die-cutting, digital

mechanicals, inks, coatings, foil stamping, gravure, shrink wrapping, flexography and various types of printing presses are covered.

### **Multimedia Languages**

The course is organized in two different modules: Data Analysis and immersive Spaces. In the first module, students will learn advanced data analysis techniques, necessary to perform sales analysis and forecasts in the domain of fashion buying and retail merchandising.

In the second module, they will strengthen their abilities to efficiently promote fashion products, learning visual merchandising strategies for digital channels. The course offers a special focus on immersive realities and 3D environment, exploring the potential offered by VR/AR and the metaverse.

### **Corporate Communication**

This course will be supporting students in the development of the business plan required for their dissertation final project. They will learn the main strategies and techniques to efficiently communicate the values and the culture of a company to both internal and external stakeholders.

Students will also evaluate the impact of technology on corporate communication, exploring issues as big data & CRM, as well as virtual consumer care.

### **Visual Merchandising for Fragrances & Cosmetics**

During the course students will discover how to manage in-store communication activities, learning interior design and visual merchandising strategies, with a specific focus on fragrances and cosmetics.

They will learn how to create a comprehensive design proposal for a phygital pop-up shop that integrates the elements learned throughout the course, to deliver an innovative and engaging retail experience.

### **Image Semiotics**

The course aims to provide theoretical notions and analytical tools to deepen and better understand different texts, both visual and verbo-visual. In particular, after introducing the main theories, concepts and topics of semiotics and visual semiotics, the course conducts students to a review and analysis of several examples of visual communication forms and artefacts, with a particular reference to graphic design and advertising, and to the so-called “informational images” (i.e. maps, diagrams, data and information visualizations). During the course students will discuss topics such as: the role of signs as part of social life; signs and signification; the nexus between expression and content as well as between design and content; the difference between verbal language and representation, as well as the difference between representation and visualization; narrative semiotics and narrativity in images; semiotics and visual semiotics concepts and analysis tools.

### **Design Thinking**

This course will be supporting students in the development of the business plan required for the dissertation final project. During the lessons, students will become familiar with the problem-solving skills typical of designers and other creative professional figures.

As a result, students will learn how to creatively approach problem-solving to formulate innovative business solutions. They will have the opportunity to be mentored by young entrepreneurs and to participate to an elevator pitch session.

### **Organization Skills and Enterprise Performance Management**

This course will be supporting students in the development of the business plan required for their dissertation final project. During the lessons, students will learn how to evaluate a market opportunity and propose a new business concept. They will work on their personal entrepreneurial vision, defining not only their company business model, but also its corporate culture and managerial style.

Students will demonstrate their abilities to autonomously master the key disciplines approached during the three-year course, defining the marketing, the operation and the financial plan of their new business venture.

### **Innovation Management**

This course will be supporting students in the development of the business plan required for the dissertation final project. During the lessons, students will be introduced to innovation management, evaluating the role of technology in business planning.

They will be inspired by the biographies of the greatest entrepreneurs of our times, as Steve Jobs, Jeff Bezos, Elon Musk, Sergei Brin, Larry Page, Richard Branson. Learning from different industries and giants like Apple, Amazon, and Google, students will mature a greater awareness of the fundamental dynamics at the heart of complex systems as corporations.

Students will also have the opportunity to learn from fashion and luxury groups such as LVMH, Kering and Only the Brave, as well as from unsuccessful or controversial case studies, approaching the fundamental topic of business ethics. Deepening business classics and the fundamental literature on business planning, at the end of the course they will be encouraged to mature their personal entrepreneurial vision, critically evaluating fundamental aspects related to leadership, innovation, human resources and communication. In other words, students will be able to provide an answer to one of the most important questions students will ever ask to yourselves “Which kind of CEO am I going to be?”.

### **Internship**

The internship activity facilitates students to undertake work placement(s) to develop work based learning skills. The experience of working in a professional environment supports the development of professional and transferable skills, which in turn enhance future employability. Students will have the opportunity to develop working relationships using teamwork and leadership skills, recognising and respecting different perspectives. Thanks to the internship experience, students will apply both theoretical knowledge and practical skills of critical analysis to real world situations within a defined range of contexts to eventually increase their awareness of the social and community contexts within their disciplinary field. This unit will support the development of students as reflective practitioners and potential employees, who are equipped to meet the challenges and opportunities of the design industry. Students will undertake a work placement in industry, while documenting and reflecting upon the critical aspects of their experience in a critically reflective review. Each Student will be visited at least twice by their placement tutor during this unit. Tutorial support sessions can also be booked individually.

### **Thesis**

The thesis is the final assessment of the skills acquired by the student, his/her maturity both with regard to the methodological approach and acquisition of the technical and cultural instruments of reference. It consists in the concrete application of theoretical and cultural studies and from a critical approach to research (primary and secondary) on a topic, linked to the final degree project and (eventually, not mandatory) to the internship experience. The thesis’ findings will result in a concrete and well-articulated creative idea (“Degree Project”) from which the aspects and stages of the path followed by the candidate appear clear.

### **Educational Mission of Istituto Marangoni**

- to develop flexible approaches to programme delivery and student support which reflect the needs and expectations of our students;
- to provide a supportive and inclusive learning environment which will enable success for all learners;
- to encourage the development of students’ intellectual and imaginative powers, creativity, independence, critical self-awareness, imagination and skills that will enhance global employment opportunities on graduation in all programmes;
- to establish a culture of constant improvement in learning, teaching and assessment that is anticipatory, enabling, supportive, rewarding and fully aligned with the Institutions vision and strategic objectives;
- to provide a learning experience that is informed by research, scholarship, reflective practice and engagement with fashion and design industry and the professions.

### **Programme Learning Outcomes: Framework**

**Knowledge [K]:** outcome of the assimilation of information through learning, set of facts, principles, theories, and practices that are linked to an area of work or study.

**Skills [S]:** ability to apply knowledge and use know-how to complete tasks and solve problems.

**Competence [C]:** proven ability to use knowledge, skills and personal, social and/or methodological abilities, in work or study situations and in professional and personal development.

## Programme Learning Outcomes

On successful completion of this program the graduate will:

### Knowledge:

K1. Understand the market dynamics affecting the fragrances and cosmetics business context by identifying its historical, cultural and sociological evolution and industry-specific trends, such as the impact of sustainability, globalisation and supply chain disruption.

K2. Learn how fragrances and cosmetics organisations manage their branding, communication, marketing and licensing strategies to compete in different local and global environments.

K3. Gain further independent learning or continuing professional development in the field of fragrances and cosmetics.

### Skills:

S1. Develop the ability to compare and critically analyze business models, frameworks and practices to elaborate systematic and creative solutions relevant to product development for fragrances and cosmetics.

S2. Select, gather, evaluate, record, and utilise a range of business data (both primary and secondary) in the context of fragrances and cosmetics product development and branding.

S3. Master ideas' organization effectively and communicate information appropriately (verbal and non verbal), by employing a range of media, including ICT.

S4. Gain a high degree of professionalism characterized by initiative, problem solving attitude, creativity, motivation and self-management.

### Competencies:

C1. Create professional standard outcomes and solutions for the fragrances and cosmetics industries by applying advanced processes, tools, materials, digital mediums and technologies.

C2. Develop a research plan for fragrances and cosmetics product development by using appropriate methodologies, creative concepts and solutions to business briefs, relevant to context and audience.

C3. Master the ability to work productively with others, through cooperation, collective endeavour and negotiation, to achieve the shared objectives.

C4. Possess the ability to self-evaluate and lead contributions to professional knowledge, ethics and practice regarding both the fashion and the fragrance and cosmetics industries.

## Study Plan

### Year 1

Subject Code	Subject
ISDC/07	Information Technology Fundamentals
ISSC/03	History of Fragrances & Cosmetics
ISSU/05	Sociology of Fashion
ISSE/01	Industrial and Agricultural Economics
ISDC/03	Graphic Design
ISSE/02	Foreign Language
ISST/02	Materials Science and Technologies for Fragrances & Cosmetics
ISST/01	Mathematics for Business
ISSC/01	History and Criticism of Contemporary Design
ISDC/01	Communication Sciences
ISME/02	Basics of Perfumery
ISSE/01	Marketing
ISDR/03	Techniques of Visual Communication
AA	Free Study Activities

## Year 2

Subject Code	Subject
ISSC/03	History and Criticism of Contemporary Fashion
ISSU/05	Psychology Of Fashion
ISDC/05	Design for Publishing
ISST/03	Production Processes for Fragrances & Cosmetics
ISME/01	Project Management
ISDE/05	Trend Forecasting
ISDC/02	Fragrances & Cosmetics Brand Communication
ISSE/03	Digital Marketing & Data Science
ISST/04	Technologies for Fragrances & Cosmetics
ISDE/04	Web3-Integrated Product Design
ISSE/03	Finance & Management Control
ISSE/03	Corporate Organization
AA	Free Study Activities

## Year 3

Subject Code	Subject
ISSU/05	Cultural Anthropology
ISSE/01	Omnichannel Retail or Fragrances & Cosmetics
ISSE/01	Metaverse Economy
ISDE/01	Packaging Design
ISDC/02	Multimedia Languages
ISDC/05	Corporate Communication
ISDE/02	Visual Merchandising for or Fragrances & Cosmetics
ISDC/01	Image Semiotics
ISSE/01	Design Thinking
ISSE/02	Organization Skills and Enterprise Performance Management
ISST/02	Innovation Management
INT	Internship
DIS	Thesis

## Learning and Assessment Strategy

### Programme methods

The programme will present students with a variety of approaches to learning and assessment strategies that will promote intellectual, imaginative, analytical, and critical judgement.

It will allow students to develop understanding as well as their presentation and communication skills, which they will be able to demonstrate in a variety of forms.

A combination of different learning and teaching methodologies are employed to promote reflective learning and develop generic transferable skills.

Methods include:

- projects to encourage independent learning through investigation, enquiry and problem solving;
- group project to enhance interpersonal and collaborative skills;
- tutorials and group tutorials to facilitate shared experiences and best practice;
- seminars, formal lectures, and workshops.
- study, trips, external projects and competitions present students with another dimension to their learning experience;
- guest speakers provide students with a full, broader, and real prospective to their specialist field of study.

### Assessment methods to support learning

The programme uses a balanced assessment system, both summative and formative as an integral part of gathering information on student learning. Various forms of assessment are used to test different types of skills and learning.

### Formative Assessment

Formative assessment informs both teachers and students about student understanding at a point when timely adjustments can be made. In formative assessment students could be involved in the assessment process. These formative assessment situations will also give students an opportunity to learn to critique the work of others. Some of the instructional strategies that will be used formatively include the following:

- criteria and goal setting: asking students to participate in establishing what should be included in criteria for success;
- self and peer assessment: With peer evaluation, students see each other as resources for understanding and checking for quality work against previously established criteria.
- student record keeping helps students better understand their own learning curve. This process not only engages students, it also helps them see the progress they are making toward the learning goal.

### Summative Assessment

These assessments are a means of evaluating student learning, at a particular point in time, relative to established marking criteria. Summative assessments can occur during, as well as at the end of each subject - concentrating on specific evidence of student work, examples as follows:

- Final project: Students present their final project developed during the course, which is evaluated by the instructor and/or a panel of industry professionals.
- Portfolio review: Students present a portfolio of their works and sketches developed throughout the course, which is evaluated by the instructor and/or a panel of industry professionals.

- Dissertation: Students present and defend a research-based thesis on a topic related to their field of study.
- Oral examination: Students take an oral examination, answering questions from the instructor and/or a panel of examiners about the course material and their own work.
- Final presentation: Students give a final presentation on their work or research, which may include a visual presentation, slideshow or video.
- Written test.
- Final report: a report that covers a topic assigned by the tutor and developed according to brief requirements

### **Attendance**

The exams are processes designed to verify the learning outcomes and the knowledge acquired by the students within the single courses.

To gain admission to the exams, students must have attended at least 80% of the hours of lessons scheduled in the study plan for each course. The attendance is verified by the teachers of the individual courses, who will only admit the students who have complied with this requirement to the exams. Should the student fail to reach the required attendance level in one or more courses, they must attend said courses again before they will be allowed to sit the exam and be admitted to the next Academic Year.

### **Grades**

The exams are graded by assigning marks out of thirty. The minimum mark is 18; The Board can also decide to award an additional merit to students who obtain the maximum mark of 30/30 in the form of the mention “Cum Laude”.

Full details on attendance and assessment are explained in the student handbook and in the Academic Regulation.

### **Career service**

The purpose of the Istituto Marangoni Career service is to bridge the gap between course completion and entering the world of work.

Monitoring, guidance, and counselling activities are organised throughout the academic year. The careers service organises various activities including seminars and round table discussions with fashion professionals, HR managers and head-hunter agencies on specific topics such as future career paths, personal research methods and job profiles. Individual meetings are also arranged to assist with CV preparation, revise portfolios and encourage students to talk about their career goals and expectations.

Additionally, the Academic Board, by way of a specially appointed committee, will evaluate the contents and commitment in terms of time invested in the traineeship for the purposes of assigning credits. The above-mentioned committee will be responsible for assessing the results, having indicated the methods for doing so to the student before the traineeship commences.

When assessing the traineeship, the committee will be assisted by the teacher who has acted as the student’s tutor during the traineeship or apprenticeship activities.

The traineeship activity is regulated by a specific convention that indicates duration of the traineeship, place where the activities are performed, any payment or reimbursement of expenses, insurance covers, the name of the tutor, indicated by the student and appointed by the Director based on the indications provided by the Academic Board, and the name of the company tutor.

The learning activities performed by the students at other institutes in Italy, Europe, or other countries, which are the fruit of activated agreements, will be recognised. The results achieved are evaluated either by the Exam Board, considering the correspondence of the learning activities performed, or by a specific committee appointed by the Academic Board.



## Student Support Strategy

### Student Support Officers

A dedicated Student Support Officer is available for all students on the programme.

For academic counselling, Student Support Officers will liaise with tutors and programme leaders to offer practical advice to resolve specific academic difficulties.

A written record of these tutorials will be kept in the student's file for reference and to assist in the monitoring of student progress.

For matters of pastoral care the Student Support Officers will help in:

- finding their way around;
- managing their time;
- dealing with stress;
- getting the best from their course;
- understanding and applying the school's rules;
- anything else the officers can advise on.

One-to-one appointments may be made by phone, in person (by contacting reception) or by email. Where possible students can expect to be seen almost immediately or contacted to arrange a suitable time.

### Student Evaluation

Student feedback is essential to the programme development and student comments are used to enhance both the successful management of the programme and the teaching/learning strategies.

Istituto Marangoni gathers student opinion in a variety of ways, which may include the following:

- informal contact with Programme Leader and subject Tutor, and through appointments with academic staff;
- end of Course Evaluation;
- end of academic year online questionnaires where students will be invited to reflect on their overall experience in their school.

Istituto Marangoni would prefer that on most occasions students be identified when giving constructive feedback on the course and teaching methods. There might be occasions when it is not appropriate and Istituto Marangoni recognizes this exception. In these instances, programme teams and central support services will ensure that anonymity and confidentiality is respected.