



**istitutomarangoni**



**STUDY ABROAD  
FASHION BUSINESS & BUYING  
SEMESTER**

Version 02

**Brief descriptive summary**

Over the past 80 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, Art History and Culture.

**General Information****1. Certification attained**

Istituto Marangoni Certificate and Transcript\*

\* The recognition of credits obtained within their Semester experience will be evaluated and then confirmed by their own University.

**Programme Information****2. Educational & Programme Aims****Educational Aims:**

- 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 develop the students' intellectual and imaginative powers, creativity, independence, critical self-awareness, imagination and skills;
- 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 Aims:**

Study abroad courses provide an opportunity to see the world, experience new cultures, learn a new language, visit neighbouring countries, and make new lifelong friends.

Study abroad semesters at Istituto Marangoni offer participants a chance to experience different styles of education and learn key skills from international experts in the field. The study abroad level is structured and taught at year two of a three-year undergraduate programme. According to the chosen course, credit transcripts or class (contact) hours are awarded on successful completion.

Courses are offered twice a year, in autumn and spring. Course content changes with each start date to offer a wider range of subjects, giving participants the opportunity to choose the course that best suits their needs.

This semester course covers skills in trends, branding and product lifecycle, as well as investigating contemporary product placement and management control, all within the fast paced fashion industry. Aimed at students with at least one-year previous undergraduate study in fashion buying, business or similar field, this inspiring short course encourages participants to develop forward thinking business acumen, as well as broadening horizons for personal growth and future career development. Selecting a balanced combination of products and brands that fully satisfy company sales targets, consumer demands, and market needs; the ultimate goal of the Fashion buyer.

**3. Course Learning Outcomes**

Students successfully completing the Semester Abroad programme in Fashion Business and Buying (Level 5) will have developed:

LO 1 - A sound understanding of the principles of brands and branding and gained an understanding of the strategic brand management process and its relevance to fashion buying;

LO 2 - An ability to investigate all aspects of modern organisations operating within the fashion industry taking the process from management, finance and logistics, manufacturing processes and technologies and retailing;

LO 4 - An understanding of the cultural, social and environmental drivers and their impact on the fashion industry;

LO 3 - The ability to evaluate the appropriateness of different approaches to problem solving.

#### 4. Teaching/Learning and Assessment Strategy

##### Curriculum:

##### **Fashion Business and Buying Semester Abroad • October intake**

###### **Visual and Emotional Branding unit**

In the unit Visual and Emotional Branding students develop and recognise the theoretical frameworks that are used to explain the complex nature of brands, branding and communication.

The unit 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 brand traits that appeal to consumers' emotional needs and aspirations.

As part of the unit students be learning the appropriate digital visual frameworks in line with professional and employability standards in emotional branding. They will also evaluate the elements of different types of brand marketing campaigns with a particular focus on luxury brands.

###### **The Contemporary Product unit**

The Contemporary Product unit aims to develop effective management skills, in order to manage resources, teams and time in the planning and production of a luxury fashion product.

Students analyse the key stages in formulating, developing and implementing a collection, working on the lifecycle of real products through industry projects developed in class. Digital supply chain management, range planning and product development are also studied to understand the full process of a product lifecycle.

Students will become familiar with fashion trends, trend forecasting and trend analysis. They will discover new advances in textiles and innovative fibres, as well as being able to demonstrate an advanced application of the main trends into the design process, product development and production, taking into account ethics and sustainability.

###### **Finance and Management Control unit**

The unit Finance and Management Control provides students with financial and analytical skills in order to evaluate the financial health of a fashion organisation, from the perspective of investors, lenders and stakeholders.

Students become familiar with the main components and characteristics of management control systems in order to apply various control system techniques to measure the overall performance of the organisation. The unit looks at the preparation of financial plans, budgets and forecasts, as well as financial issues relating to production, logistics, supply chain and retail sales etc.

Students also evaluate the financial and economic performances of an organisation, while applying financial theories, techniques and investment analysis for decision making.

##### **Fashion Business Semester Abroad • January intake**

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###### **The Fashion Next Unit**

The Fashion Next unit aims to develop and recognise the constant evolution of the fashion sector, with a strong contextualisation of the world's future, including climate change, resource management, and vulnerable economic conditions and the change in consumer behavior. Students conduct an investigation in visionary research to understand the challenges of the fashion industry within these areas.

Throughout the unit students apprehend the main changes in green marketing and the trends of tomorrow while learning how to take appropriate actions to safeguard the future, protect the environment and improve the lives of fashion consumers, workers and suppliers around the world. Students also learn about innovative textile processes used in fashion.

The study of the shifts of seasonality in fashion in regard to E-Commerce and traditional distribution channels helps students to understand the contemporary fashion industry and possible next fashion markets.

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**Programme teaching methods:**

The programme is designed to facilitate the development of a student who will be highly employable and will allow them to investigate and develop their strengths.

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 in order 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 the students with another dimension to their learning experience;
  - guest speakers provide the students with a full, broader and real perspective to their specialist field of study.
- Students will have the opportunity to demonstrate their achievement of the intended learning outcomes through a variety of tests appropriate to their field of study.

**Course Specific Assessment Criteria:**

The methods of assessment used give breadth and depth, which allow for both the formative and summative assessment of every student at each stage of the programme.

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. Different forms of assessment can, and where appropriate should, be 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 as evidenced by their classroom work. This process of students keeping ongoing records of their work not only engages students, it also helps them, beyond a "grade," to see where they started and the progress they are making toward the learning goal.

**Summative Assessments:**

These assessments are a means of gauging 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 unit and concentrate on specific evidence of student work, examples as follows:

Portfolio Assessment is used to assess a variety of projects that have been developed throughout the unit.

Practical Coursework allows the students to demonstrate their understanding and application of practical areas of study.

Written Reports are required in some study areas, where a clear and structured brief is provided and the students are asked to submit work to me marked independently and anonymously by staff.

**Formal Examinations are required in some study areas.**

Presentations are used in some subjects to allow the student to develop their professional communication and presentation skills. Student Projects are used when the student is required to submit work to be marked independently and anonymously.

**5. Course structure**

Fashion Business and Buying Semester Abroad • October intake

Term 1 • Visual And Emotional Branding unit

Subjects	Total Hours	IM Credits*
Fashion Psychology	20	15
Interdisciplinary Project	20	
Brand Insight	20	
Fashion Digital Lens	20	
Fashion Promotional Mix	20	

Term 2 • The Contemporary Product unit

Subjects	Total Hours	IM Credits*
Product Life	40	15
Contemporary Fashion Trends	20	
Textile Landscape	40	

Term 1 and 2 • Finance and Management Control unit

Subjects	Total Hours	IM Credits*
Finance and Management Control	30	15

Fashion Business and Buying Semester Abroad • January intake

Term 2 • The Contemporary Product unit

Subjects	Total Hours	IM Credits*
Product Life	40	15
Contemporary Fashion Trends	20	
Textile Landscape	40	

Term 3 • Fashion Next unit

Subjects	Total Hours	IM Credits*
Project Management	40	15
Green Marketing	20	
Visionary Research	20	
Luxury Business Models	20	

Term 2 and 3 • Finance and Management Control unit

Subjects	Total Hours	IM Credits*
Finance and Management Control	30	15

\*Istituto Marangoni credits system is equivalent to European Credit Transfer System (ECTS).

## 6. Course Specific Admission Requirements

Admission is based on the reasonable expectation that the student will be able to fulfil the objectives of the programme and achieve the standard required for the award.

Admission requirements are listed below:

- Completed the first year (L4) of an Undergraduate Bachelor programme in Fashion Business or similar;
- For non English/French/Italian native speakers: certificate of language skills, level b1 of Common European Framework of Reference with specific requirements (e.g. IELTS 5.0 without elements below 4.5);
- Piece of Written Work/Essay<sup>1</sup>;
- Good knowledge of marketing.

When considering the suitability of an applicant for a place on the programme the Admissions team will usually take the following factors into account:

- Signed personal statement;
- Transcript from an Undergraduate Bachelor programme in Fashion Business or similar;
- Piece of Written Work;
- Certificate of the chosen language of the course.

The Admissions Manager coordinates and supports the subject specific Programme Leader and the Director of Education in dealing with interviews and portfolio assessments (where appropriate).

(Admission requirements are subject to change in order to comply with entry requirement regulations).

## 7. Programme Leader's Responsibilities

- They will have responsibility for implementing the strategic direction of the courses within their programme and for co-ordinating the academic administration necessary for its successful day-to-day operation.
- chairing the Programme Committee, and arranging for such meetings of the Committee as considered appropriate;
- acting as the Chief Executive Officer to the programme. As such he/she will be responsible, within the agreed policies of the Programme Committee, and Academic Boards, for the efficient operation of the programme as approved by the Institute;
- supporting and encouraging their teaching team including PDP;
- advise the Programme Committee on its proper responsibility for the continuing development of the programme;
- liaise on behalf of the Programme Committee with all staff as appropriate;
- be empowered to take on behalf of the Programme Committee any reasonable action with respect to the proper functioning of the programme;
- recommend areas for curriculum development;
- co-ordinate the assessment schedule for the Unit and ensure that it is communicated to students and the Director of Education;
- liaise with Student Support Officers to ensure that appropriate study support is available;
- recommend the appropriate level of resources required for the Unit and liaise with the teaching team;
- undertake training and professional development and contribute to the training of others;
- actively participate and organise Peer Support systems;
- monitor & respond to the student voice including regular meetings with the student Rep.;
- monitor Unit and course feedback and the student voice;
- organise all areas of assessment procedures, facilitate monitoring, joint marking, internal verification;
- maintaining the quality of academic standards by supporting the rules and regulations concerning exam procedures and conduct of the student and teaching team.

## 8. Student Support Strategy

Istituto Marangoni administers policies to enhance the student experience, in an academic, practical and pastoral way:

- Programme Leaders: the first point of call to acquaint students with regulations and issues arising on the programme;
- Student Support Officers for student referral where appropriate;
- programme and student handbooks;
- induction programmes for facilities including: Library, IT, online resources (where available), school facilities and media services;
- student group representatives (student voice).

1) For Business / Art courses, applicants are requested to submit either:  
a piece of written work/Essay/Exam/Business case developed in his/her study pathway completed before the application.  
If the applicant doesn't have a written work to submit, he/she might be requested to develop a business case/essay based on indications received by the School he/she wants to attend, and related to the area of study or pathway he/she is applying to.

### 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, through the receptionists or by email. Where possible students can expect to be seen almost immediately, or contacted to arrange a suitable time.

### 9. 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 through appointments with academic staff;
- Issues will be taken to Programme Reflective Meetings and added to the Annual Academic Monitoring Report;
- Formal Student Representation;
- Semester/Term Questionnaire;
- Resources Questionnaire (at the end of each academic year);
- Final Questionnaire (at the end of a study cycle);
- NPS (Net Promoter Score) Questionnaire (at the end of each academic year).

It would be desirable that students provide details of their identity when giving constructive feedback on the course and teaching methods. There might be occasions when that is not appropriate and Istituto Marangoni recognises such exceptions. In these instances, the programme teams and central support services will ensure that anonymity and confidentiality are respected.

In order to 'close the feedback loop' and to communicate any improvements resulting from participants attendance, at least once in the academic year, programme teams relate back to participants the actions taken in response to their views.

Participants will be asked to answer to a series of questions, for example, if it was clear what they were meant to be learning on the unit, if the teaching had helped them learn effectively and if they have developed new skills or improved the existing ones.

The data will be analysed and the Programme Leader will be required to comment on:

- key strengths and issues arising from student performance;
- key strengths and issues arising from student feedback.