

Giovedì 16 marzo

EU migration policies and the crisis of the right to asylum

(dott. Alessandra Sciarba, Centro di ricerca interuniversitario L'Altro Diritto)

- **“Send”, Palermo, Reception, protection and integration policies for unaccompanied minors** (2h morning) (dott. Valentina Tornabene – SEND Palermo)
- **From the ethnography of work to social agriculture. Some methodological notes and best practices** (2h pm) (dott. Martina Lo Cascio, PhD)
- **The SPRAR project – Social and professional inclusion of migrants** (2h afternoon) (prof. Lorenzo Scalchi, Phd. EHESS - Ecole des Hautes Etudes en Sciences Sociales)

Venerdì 17 marzo

- **Social and professional inclusion: an experience from Mazara del Vallo** (2h morning) (dott. Marilena Campagna, Fondazione San Vito)
- **The economic impact of migration: public finance and welfare state** (2h morning) (dott. Ugo Melchionda - IDOS, Roma)
- **Migrant entrepreneurs in Italy and in Sicily: features and trends** (2h afternoon) (dott. Melania Ferrara (Venice International University))
- **Measuring migration data and trends: the IIDOS Report** (2h afternoon) (dott. Ugo Melchionda - IDOS, Roma)

Head of the Department
Prof. **Alessandro Bellavista**

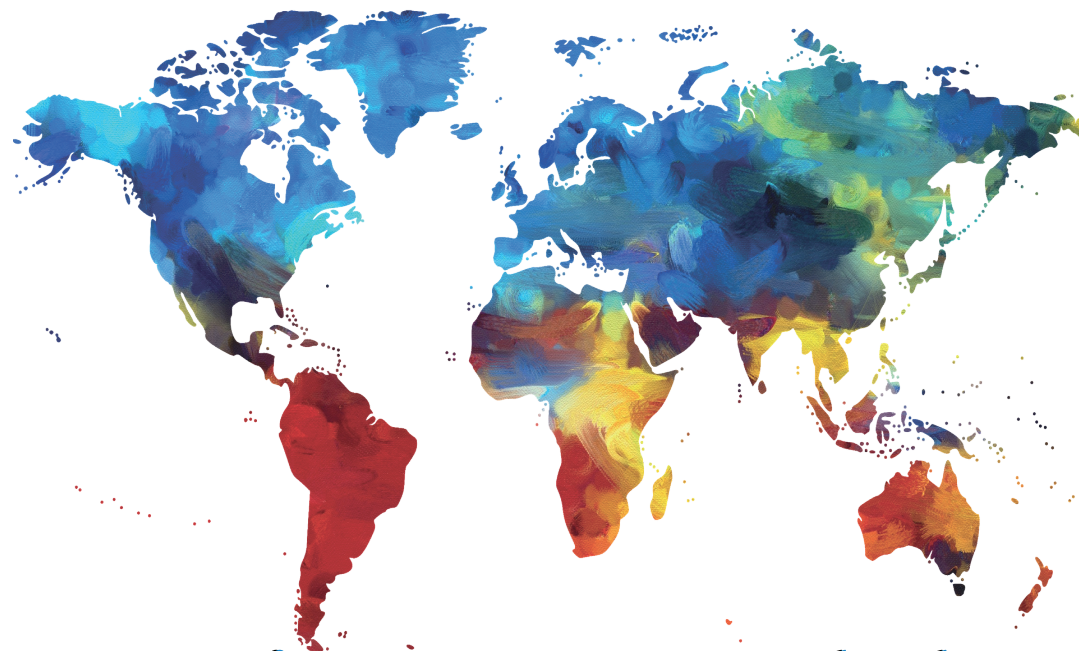
Dean of M.A. International Relations
Prof. **Antonello Miranda**

Scientific Committee

Prof. **Francesco Asso**
Prof. **Salvatore Casabona**
Prof. **Carla Monteleone**
Prof. **Sebastiano Nerozzi**
Prof. **Manoela Patti**

Administrative Staff

Dott. **Mario Gagliano**
Dott. **Maria Rita di Stefano**
Rag. **Luigi Giunta**
email: dems@unipa.it



grafica:alessandro.paranunzio@unipa.it

Master of Arts in International Relations

I Edition Path of Excellence Curriculum International Trade

For supporting and fostering professional networking we are proudly partnering with:



UNIVERSITÀ
DEGLI STUDI
DI PALERMO

The Department of Political Science is pleased to announce the launch on 27 February 2017 of the first edition of Path of Excellence of the M.A. in International Relations, Curriculum International Trade.

Path of Excellence, only opened to the best students of the M.A. program, represents an extraordinary opportunity to attend to intensive seminars held by national and international experts, scholars, as well as by entrepreneurs in specific fields particularly sensitive for the international trade.

International Trade Scenarios and European Security

Lunedì 27 febbraio

- **Africa in comparative law** (2h morning)
(Prof. Salvatore Mancuso – University of Cape Town)
- **International Commercial Relations with China and Far East Countries** (2h morning)
(Prof. Ignazio Castellucci – University of Teramo)
- **The harmonization of contract law in Africa** (2h afternoon)
(Prof. Salvatore Mancuso – University of Cape Town)

Martedì 28 febbraio

- **Legal aspects of Chinese investments in Africa** (2h morning)
(Prof. Salvatore Mancuso – University of Cape Town)
- **Rule of law in China** (2h morning)
(Prof. Ignazio Castellucci – University of Teramo)
- **Legally pluralism in Somalia** (2h afternoon)
(Prof. Salvatore Mancuso – University of Cape Town)
- **The EU as a security provider. What does it mean, does it matter, and why bother?** (3h afternoon)
- **The EU security and defense policy. One strategy, few capabilities and many shortfalls.**
(Prof. Andrea Locatelli, Università Cattolica di Milano)

Mercoledì 1 marzo

- **The harmonization of business law in Africa** (2h morning)
(Prof. Salvatore Mancuso – University of Cape Town)
- **The EU cyber-space and anti-terrorism policy** (4h afternoon)
- **The EU and the eastern flank: from the enlargement process to the neighborhood policy**
(Prof. Andrea LOCATELLI, Università Cattolica di Milano)

Giovedì 2 marzo

- **Legal aspects of BRICS** (2h morning)
(Prof. Salvatore Mancuso – University of Cape Town)
- **NATO and European security** (4h afternoon)
(dott. Alessandro Marrone, Istituto Affari Internazionali)

Venerdì 3 marzo

- **Financing Trade and Methods** (2h morning)
- **Sales Agents and Distributorship Agreements focus on China** (2h afternoon)
(Avv.ti Vincenzo Diego Cutugno, Marco Carone Studio legale Internationale Carone & Partners)

Sabato 4 marzo

- **Development and management of Trademarks** (2h morning)
- **Strategies to endorse IP international legal protection** (2h afternoon)
(Avv.ti Vincenzo Diego Cutugno, Marco Carone - Studio legale Internationale Carone & Partners)

International Communication and Marketing

Lunedì 6 marzo

- **Domestic Marketing vs International Marketing; Marketing plan;** (4h morning)
Product Policy; Price Policy; Branding; introducing the Project work
(dott. Claudia Traina - Marketing Manager, Shipping Agent, Dott. Pietro Calaciura; The Artemis Group)

Martedì 7 marzo

- **Ways of entry; Negotiation skills** (4h morning)
(dott. Claudia Traina -Marketing Manager, Shipping Agent, Dott. Pietro Calaciura; The Artemis Group)
- (dott. Adragna - Export Manager USA - Oleifici Barbera)
- **Visit Premiati Oleifici BARBERA in Custonaci** (afternoon_to be confirmed)

Mercoledì 8 marzo

- **Organizing a trade fair; Self Marketing** (4h morning)
(dott. Claudia Traina - Marketing Manager, Shipping Agent, Dott. Pietro Calaciura; The Artemis Group)
- (INTERVENTO Carlos Gallo Export Manager Nutribas Argentina)

Trade Barriers

(Dott. Giampiero Calaciura Customs Broker, Dott. Pietro Calaciura)

Logistics; Focus on ports

(Dott. F. Diana, Presidente Attività Portuali Confcommercio Siracusa)

Giovedì 9 Marzo

- **New media@Mosaicoon** (3h morning)
(dott. Luca Di Persio, Head of Mosaicoon Marketing; dott. Claudia Traina - Marketing Manager, Shipping Agent, Dott. Pietro Calaciura; The Artemis Group)

Venerdì 10 Marzo

- **International communication** (4h morning)
(Dott. Hames - scrittore e blogger dell'Huffington post, MYES)
- **Project work on International marketing**

Export Management, Cooperation and Migration

Lunedì 13 Marzo

- **The road to cooperation in interregional relations: the general framework and some case studies** (2h morning) (Prof. Francesco Camonita, Universidad Autonoma de Barcelona)
- **Export management and credit institutions** (2h afternoon)
(dott. Adam Asmundo, Unicredit and Fondazione Res)

Martedì 14 Marzo

- **How small firms become international in Sicily: the case of Elios** (2h morning)
(dott. Nicola Adamo, Elios, Alcamo)
- **International Business: from strategy to action** (2h afternoon)
(dott. Massimo Cermelli, Deusto, Bilbao)

Mercoledì 15 marzo

- **On migration. Historical perspective** (2h morning)
(prof. Manoela Patti, UNIPA)
- **On migration. Current issues** (2h morning)
(dott. Leanne Tory-Murphy – Fulbright scholar)
- **International firms and industrial associations. The case of Sicily and Confindustria** (2h afternoon)
(dott. Giada Platania, Confindustria)