

FHINK

FHINK

Master's in
INTERNATIONAL
BUSINESS ENGINEERING



2010-11 EDITION

IT'S TIME TO FHINK
ABOUT YOUR FUTURE.

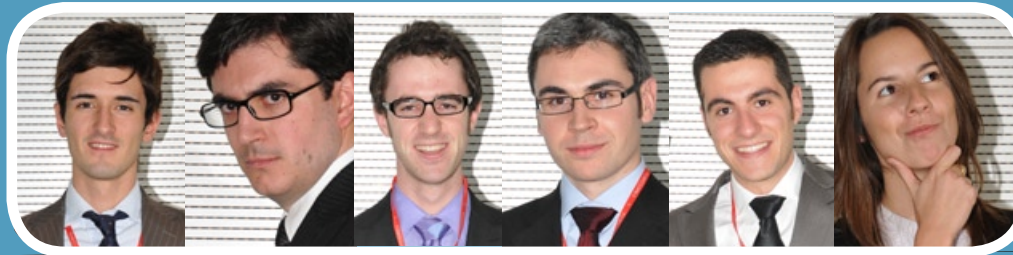


REACH YOUR FUTURE.

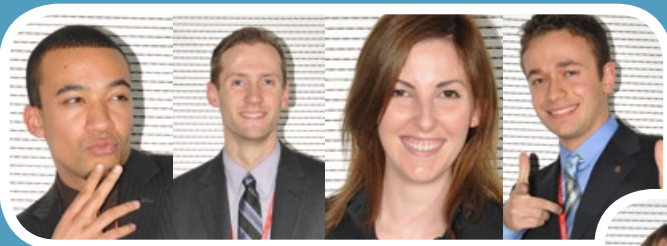
www.finmeccanica.com/fhink
Info: fhink@finmeccanica.com
Tel. 0039 06 32473232 Fax 0039 06 32473930
9:00 a.m. - 12:00 a.m. (GMT: + 01:00)
3:00 p.m. - 4:00 p.m. (GMT: + 01:00)
FROM MONDAY TO FRIDAY



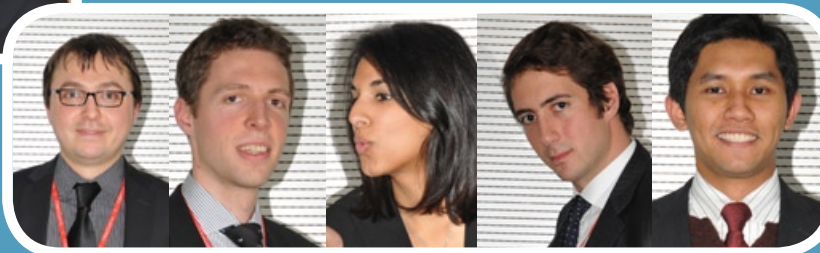
Integrity



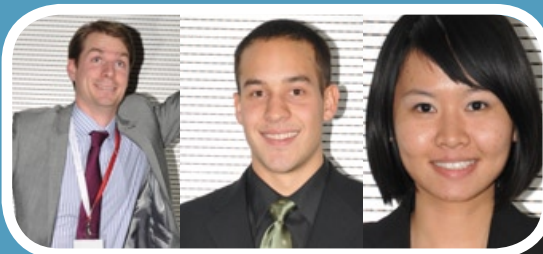
Excellence



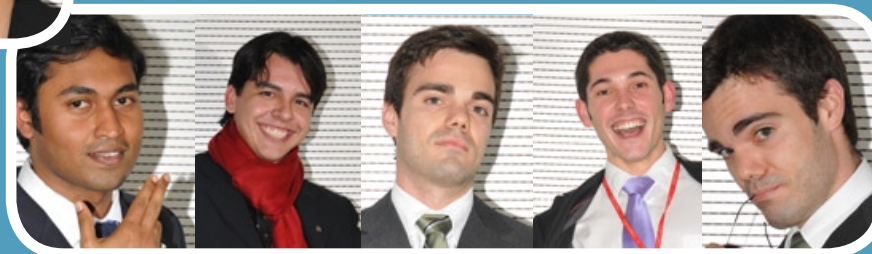
Innovation



Committment



Multiculturality



Finmeccanica offers you the chance to be part of the 5th edition of this great dream.

If you think you are able to take this chance to become the new generation of Finmeccanica brilliant talents...

If you think you have what it takes to become a world-class professional...

Join us!





"We need the best skills, the best competencies and most committed young people who can help us to face the new challenges with hope and resolution. Today Finmeccanica is not only offering you an opportunity but also is putting you in front of a challenge."

Pier Francesco Guarguaglini
Chairman and CEO Finmeccanica



The Finmeccanica Group is a world leader in technologically advanced business sectors, excelling in design, development and manufacturing of state-of-the-art technologies.

Finmeccanica is a key player in Defence, Aeronautics, Helicopters, Space and Security and has distinctive capabilities in the Transportation and Energy sectors. The Finmeccanica Group generated a total turnover of €18 bn in 2009 and has 388 sites located all over the world with some 73,000 employees.

Finmeccanica employs 5,200 researchers, 14,300 engineers and invests nearly €2 bn every year in research and development.

Finmeccanica Professionals integrate innovation and technology management capabilities with business and project management skills.



Finmeccanica Master's Programme in International Business Engineering

Finmeccanica strongly believes that the development of human capital is key to its long-term success. It invests considerable resources in training programs through its Human Resources Central Function, in the scientific, engineering and management disciplines, in collaboration with leading universities worldwide. This belief in human capital development has led to the creation of a unique **Master's Programme in International Business Engineering**.

Combining a distinctive set of disciplines and relying on a truly innovative teaching approach, the Master's Programme enables high-potential graduates to become **world class professionals active** in the areas of:

- **Project Management,**
- **International Sales,**
- **Innovation and Business Development,**
- **Technology and Operation Management.**

The FHINK Master's is a truly international initiative over the last 4 editions **more than 20,000 graduates** from over **130 countries** applied.

The Master's Programme is taught in English and held in Rome (Italy) and starts in July 2010 and ends in September 2011. It totals approx. 1,500 hours' full-time learning and development activities.

Participants in the Master's Programme gain exclusive access to learning and development opportunities that will be invaluable for their future career in the Finmeccanica Group. Following successful completion of the Programme, participating Students will be offered an opportunity within a Finmeccanica Group Company.



“We strongly believe in development of young Talents. Hence we designed a unique Master to train high-potentials selected worldwide to manage long-term, complex, international programs.” **Roberto Maglione**
 Executive Vice-President Human Resources Finmeccanica



Learning Approach

The FHINK Master’s learning approach is truly innovative. Drawing on training and research collaborations with leading international Universities, the FHINK Master’s weaves academic and corporate teaching through lectures, seminars, and *live case studies*. The Master’s **Faculty includes world class academics as well as industry experts and company executives.**

The FHINK Master’s relies on a three-pronged learning approach:

- research-based** – academic faculties are actively engaged in research on themes they teach within our program;
- experience-based** – corporate faculties have directly experienced problems and generated solutions they illustrate in class;
- problem-based** – Students are expected to develop solutions to real management problems through laboratory sessions and internship in one of the **Finmeccanica Group Operating Company.**

The main strength of our Master’s Programme is the involvement of the Finmeccanica Operating Companies Managers as co-lecturers throughout the Programme. Students’ training is based not only on solid theory, but also on real-life examples from the Finmeccanica World.



JULY 2010

SEPTEMBER 2010

MARCH 2011

AUGUST 2011

1 MONTH

8 MONTHS

4 MONTHS

BASIC COURSES

- Business Management
- Finance and Accounting
- Industrial Marketing

SPECIALISED COURSES

Project Management

- Project-Based Organisation
- Management of Projects
- Project Planning Monitoring and Control

Innovation Management

- Innovation in Complex Systems Industries
- Corporate Venturing
- Managing People and Organisations

Technology & Operations Management

- Supply Chain Management
- Manufacturing Management
- Intellectual Property Rights

International Business

- International Marketing
- Managing Organisations
- Advanced People Management

INTERNSHIP IN FINMECCANICA GROUP OPERATING COMPANIES

Finmeccanica case studies and project work

Laboratory Sessions for Competency Development

Sessions for the Development of Soft Skills

Real Laboratory Sessions and Final Project Work



Contents

The Master's Programme in International Business Engineering offers an integrated approach to technology and business with an international outlook whilst maintaining a continuous look with the Finmeccanica Group Operating Companies.

The Master's lasts 12 months. Learning is organised into Thematic Areas. It starts with Basic Courses in Economics and Business Management, People Management, Industrial Marketing, Finance and Accounting. Students continue their training attending Specialised Courses on Project Management, Innovation Management, Business Development, Technology & Operations Management. To develop and refine problem-solving skills, Students take part into Laboratory Sessions for Competency Development. In addition, Students are supported with sessions on managerial skills development and individual coaching to improve soft skills.

The Fhink Master's trains talents to manage long-term, highly complex international programs that require multi-dimensional skills.

On successful completion of the Basic and Specialised Courses, Students participate in an Internship in a Finmeccanica Operating Company and work on key projects, applying and testing skills, competencies and knowledge developed in class whilst adding value to the business. Students are continuously assessed throughout the Programme and their graduation is conditional upon successfully passing exams and a final project work.



Career development

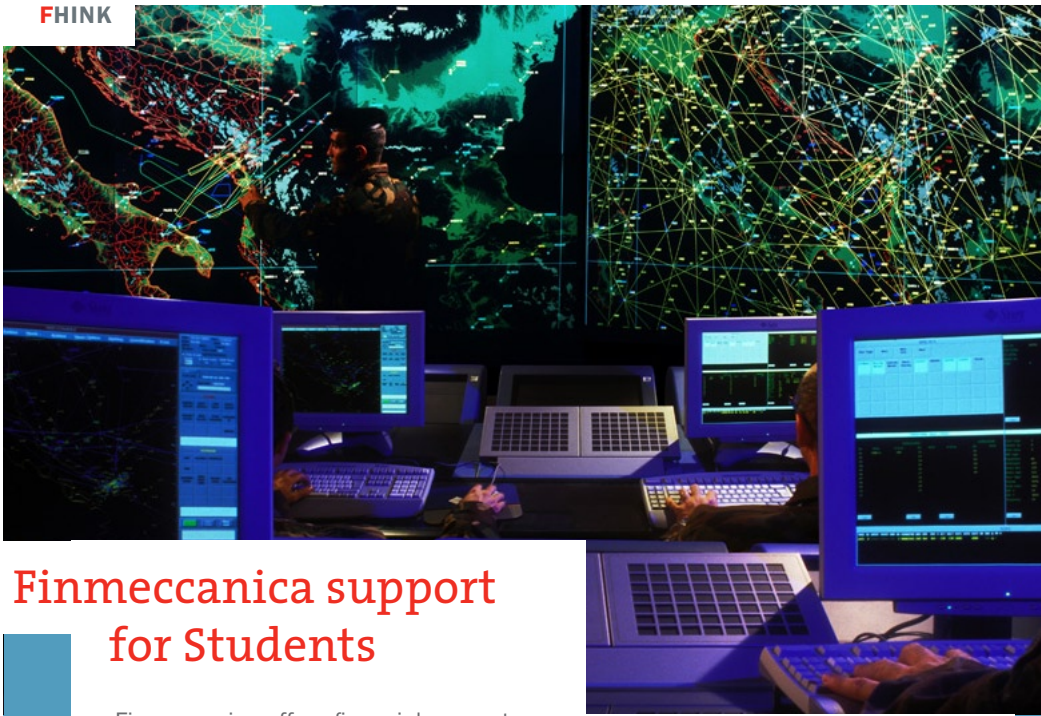
Depending on students' final graduation scores and the skills they have acquired, Finmeccanica will offer them an opportunity within a Finmeccanica Operating Company.

Finmeccanica greatly values the time spent on the Master's Programme and this is recognised in the Terms and Conditions at the time of Students' appointment.

Finmeccanica is committed to the continuous development of its Employees. Throughout their career in the Group, they will take on a series of structured development activities that will consolidate their skills and knowledge and support their professional growth.

"This is just the first step: many others will follow, harder to climb and more difficult to be achieved... You have all the qualities and the skills needed to succeed. It is up to you to take from this experience the maximum benefit for your future life, to complete your educational path and to improve in the most effective way your professional profile. In other words, you have to become who you are!"

Giorgio Zappa Chief Operating Officer Finmeccanica



Finmeccanica support for Students

Finmeccanica offers financial support to Students covering:

- Tuition fees.
- Accommodation expenses. Participants stay in Finmeccanica Student accommodation in Rome.
- Living expenses. Finmeccanica partially contributes to living expenses, giving Students vouchers to be spent in selected restaurants in Rome.
- Finmeccanica supports Students in their application for bank cards providing instant access to small sums of money.
- Finmeccanica offers Italian language courses for foreign Students.

The value of the financial support offered by the Finmeccanica Group is equivalent to €29,000.

In exchange for the investment made by Finmeccanica in Students' development, they are asked to sign a Contract of First Option, committing themselves to the following Terms and Conditions¹:

- They will pass examinations and successfully submit a Final Project Work.
- They will work in one or more Operating Companies of the Finmeccanica Group for a period of not less than two years.

¹ Students who do not comply with these requirements will be asked to reimburse the costs incurred by Finmeccanica (in full or pro-rata, as appropriate).

Requirements for application

To be eligible to apply, candidates must meet the following criteria:

- At least four years' university studies (e.g. Bachelor's Degree plus a Master's Degree). Alternatively, candidates should have a Bachelor's Degree plus at least one year relevant work experience. Laurea Specialistica for Italian Candidates.
- Degree in one of the following areas:
 - Engineering (e.g. Mechanical, Manufacturing, Aerospace, Aeronautics, Electrical, Energy or ICT);
 - Economics and Business;
 - Science (e.g. Physics, Mathematics).
- Most recent University Degree awarded within the past two years.
- Certificate of English Proficiency is compulsory – e.g. TOEFL, IELTS, Toiec, Cambridge Certificate of Advanced English (C1) or Certificate of Proficiency in English (C2), PTE. If English is the candidate's first language, he/she must speak another language with a high level of competency.
- GMAT certification and some previous work experience with a relevant company or Academic Institution would be an asset.

Only the top 30 candidates will be selected to participate in the Master's Programme.





Selection of candidates

Candidates are selected through a three-stage Process.

1

Screening Process

The Screening Process involves screening the CVs.

2

Assessment Process

Candidates who pass the Screening Process will be invited to take part in the Assessment Process, which is based on:

- individual and group activities;
- face-to-face interviews aimed at assessing Candidates' background, CV and motivation profile.

Finmeccanica contributes to candidates' travelling costs to and from Rome, depending on the distance.

3

Final Selection

Candidates shortlisted in the Assessment Process are invited for face-to-face Interviews with the HR Team and Finmeccanica Top Management, these to be held in Rome (Italy). Selected Students will start the intensive training Programme and will be continuously assessed.

Closing date for on line application: 30th April 2010



Scientific Board

Ing. Pier Francesco Guarguaglini Chairman and Chief Executive Officer, Finmeccanica

Ing. Filippo Bagnato Executive V. P. Technical, Industrial and Commercial Develop., Finmeccanica

Dott. Lorenzo Borgogni Executive V. P. External Relations, Finmeccanica

Ing. Amedeo Caporaletti Chairman, AgustaWestland

Ing. Giancarlo Grasso Chief Executive Officer, Selex Communications

Dott. Roberto Maglione Executive V. P. Human Resources, Finmeccanica

Mr. Steve Mogford Chief Executive Officer, SELEX Galileo

Mark S. Newman Chairman and Chief Executive Officer, DRS Technologies

Dott. Alessandro Pansa Co-General Manager, Finmeccanica

Dott. Giorgio Zappa Chief Operating Officer, Finmeccanica

Prof. Aldo Romano Director, Scuola Superiore ISUFI University of Lecce (Italy)

Prof. Stefano Sandri Senior Advisor, Finmeccanica

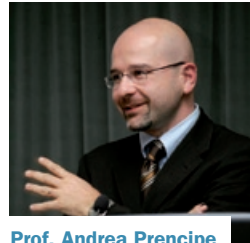
Prof. Riccardo Varaldo President, Scuola Superiore Sant'Anna Pisa (Italy)

Director of the Master's Programme

Dott. ssa Marta Di Santo Vice President Human Resources Development and Master's, Finmeccanica



The Director and the Master's Staff



Prof. Andrea Prencipe

Scientific Director, Prof. of Innovation

Our Lecturers come from Universities including Bocconi University, Università di Bolzano, The London Business School, Luiss Guido Carli, Politecnico di Milano, Scuola Superiore Sant'Anna, SPRU-University of Sussex, Imperial College Business School - London, Università del Salento - Isufi, Ingenio-Universidad Politecnica de Valencia.

Finmeccanica Operating Companies:

AERONAUTICS

Alenia Aeronautica
Alenia Aermacchi
Superjet International
ATR

ENERGY

Ansaldo Energia
AnsaldoFuelCells
Ansaldo Nucleare

TRANSPORTATION

AnsaldoBreda
Ansaldo STS
BredaMenariniBus

DEFENCE ELECTRONICS

DRS Technologies
Elsag Datamat
SELEX Communications
SELEX Galileo
SELEX Sistemi Integrati
SELEX Service Management
Seicos
Elettronica

OTHER ACTIVITIES

FATA
Finmeccanica Group Services

DEFENCE SYSTEMS

OTO Melara
WASS
MBDA

HELICOPTERS

AgustaWestland

SPACE

Telespazio
Thales Alenia Space

Owned Companies
Joint Ventures

