

Master in Fintech & Innovation

I EDITION, A.Y. 2018/2019

Finance is being dramatically transformed. Vikram Pandit, former CEO of Citigroup, and Antony Jenkins, former CEO of Barclays, respectively predict that 30% or 50% of banking jobs may disappear in the next few years because of disruptive technology developments and new business models. A tsunami is running over the finance industry: as highlighted by the 2017 PwC Global Fintech Report, 88% of incumbents feel their business at risk. However, Fintech is not just about taking over banking jobs, it is about creating new opportunities and redefining paradigms in finance. Bitcoin is here to stay, Facebook is ready for a deep dive into payments, and Ant Financial, Alibaba's financial arm, is now worth more than most global banks. Just like the banking system is being turned upside down, don't expect education to remain the same. In this new fast changing tech world, it is clear that the skills needed to succeed in finance are changing too. In recognition of this, LUMSA University and Fintech EduLab are dedicated to reshape education in finance. The Master in Fintech & Innovation is designed to provide students and young professionals with the right skillset to lead and contribute to the Fintech revolution.



MASTER
SCHOOL



In collaboration with:



Why this program?

- **International faculty:**

You will learn from some of the most recognized fintech experts. Your professors and guest speakers come from top ranked universities, innovative startups and leading institutions.

- **Curriculum designed with the industry for the industry:**

The master's curriculum has been designed with the support of seasoned banking professionals, visionary entrepreneurs and leading academics.

- **Unique networking opportunity through the London & Oxford Fintech Tour:**

Master in Fintech & Innovation will offer you unique opportunities to network with global leading Fintech companies and experts. Moreover, during the master you will have the chance to join a Fintech Tour in London and in the University of Oxford where you will meet some of the world's most innovative startups and corporations. The goal of the study trip is to enable students to learn from some of the brightest entrepreneurs, professionals and professors of the world's Fintech capital.

- **Global Careers:**

The skills you will acquire in the program and the master's international network will open you a wide range of global career opportunities. Master's partners will offer students internship opportunities in Hong Kong, London, Milan, Tokyo, Berlin, Toronto and Rome. The Master in Fintech & Innovation has a dedicated career service that can count on a truly global network composed by leading startups, banks and consulting firms and that will support you in landing your dream job.

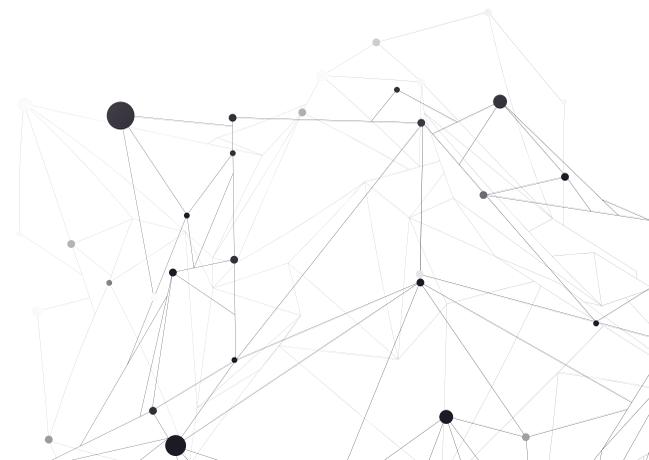
Key Facts

- Start date: October 2018
- Applications deadline: 14 October 2018 - rolling admissions.
- Maximum intake: 50 students
- Duration: 12 months - Total hours: 1,500
- Tuition fee: € 8,516 (for all students - to be paid in tranches)
- Teaching: In-class lectures and webinars
- Access to CFTE's exclusive online edtech platform with globally renowned industry experts
- Language: English
- Location: LUMSA University, Via Pompeo Magno 22, 00192 Rome

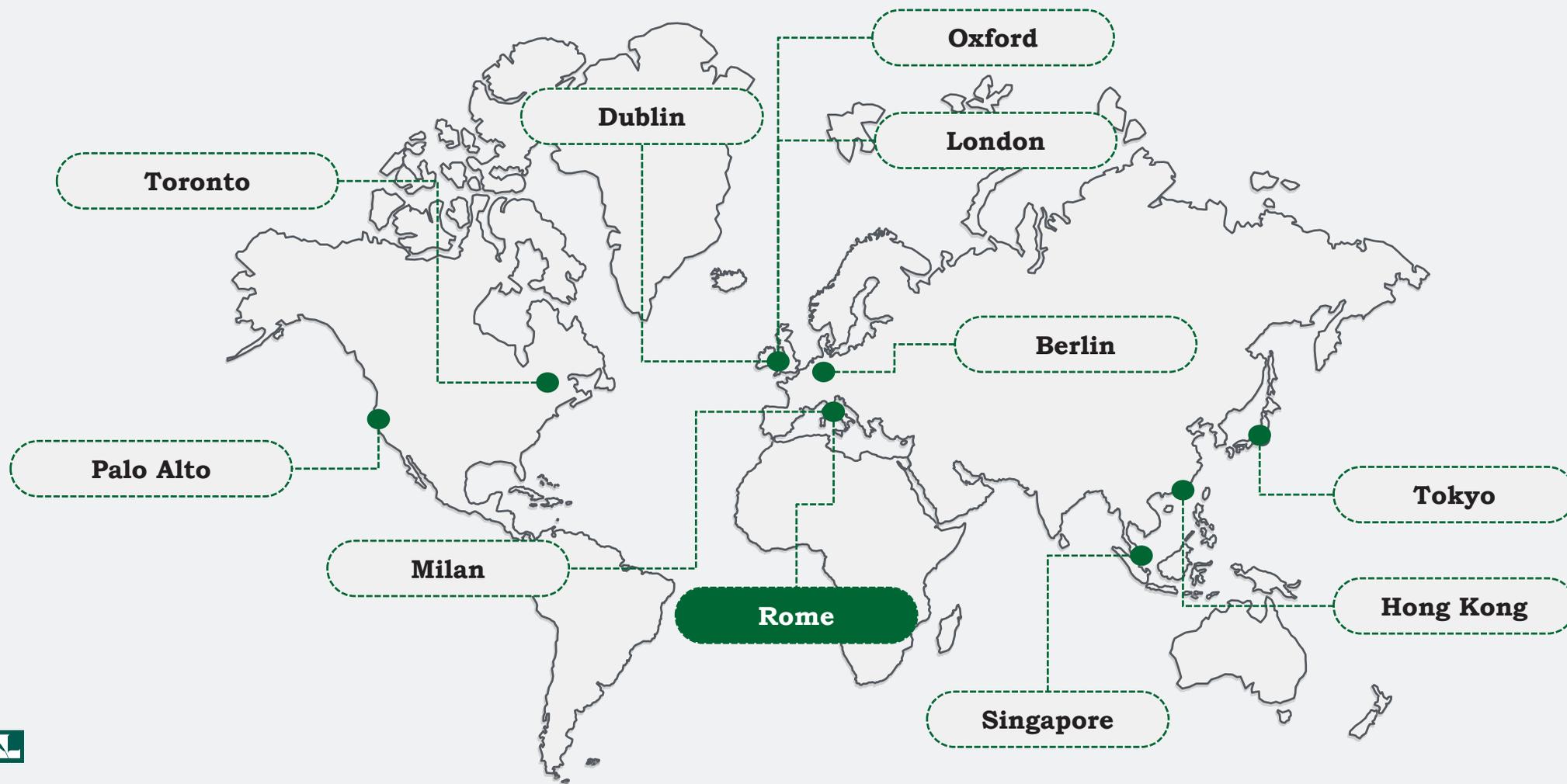
Who is this program for?

Young professionals or graduate/graduating students (Bachelor's degree - "Laurea Triennale"; Master's degree - "Laurea Magistrale"; or equivalent) in:

- Finance, Economics, Business, and Management
- Mathematics, Statistics, Physics, Computer Science and Engineering
- Law
- Social and Political Sciences



Study in Rome, join a global community:
where our professors and partners come from



Learning objectives:

- Gain an in-depth understanding of the global finance ecosystem and its features
- Be familiar with the business models and applications that are disrupting the financial industry
- Learn how to draft, execute, and manage financial innovations
- Acquire the skills to analyze complex data sets
- Learn how to develop and run Fintech digital marketing campaigns
- Master the tools to successfully launch your own Fintech startup
- Understand how regulation is evolving and changing in line with the main technology developments
- Acquire a global entrepreneurial mindset

Program Structure:

Module 1

- Foundations of Banking and Fintech
- New Technology Trends
- Around Fintech in 8 hours, online programme by CFTE

Module 2

- Fintech and the Future of Finance
- Customer Base Acquisition in Fintech
- Customer Engagement & Retention in Fintech

Module 3

- Data Science
- Brand Image, Awareness & Reputation in Fintech
- Product and Service Design for FinTech

Fintech Tour

- Study trip in London and Oxford University

Module 4

- Entrepreneurship in Finance
- Regulation, Compliance & Regtech

Module 5

Students will be required to choose one of the following:

- Internship
- Project Work
- Research Project
- Startup Project

Experts you will learn from include but are not limited to:



Pasquale Ambrosio

Pasquale Ambrosio is an Associate Partner and part of the Global Fintech Team at KPMG Advisory. He is a seasoned consulting professional with 10+ years of experience working with IT companies, financial institutions, and startups. He has been involved in teaching and research at Massachusetts Institute of Technology (MIT) and University of Salerno.



Paolo Meola

Paolo Meola is the Co-Founder and CTO of Instilla (a digital strategic consulting company), and a Guest Lecturer in Customer Base Acquisition at Cass Business School. He has 7+ years of experience between startups, accelerators, and tech companies. He also was a Fulbright Scholar at University of California, Berkley.



Norbert Gehrke

Norbert Gehrke is the Co-Founder & COO of Finetiq and a Lecturer at New York University (NYU). He was a Senior Director at AIG in Tokyo. Prior to that, He was a Managing Director in Technology at Barclays and the Global Head of Cross-Divisional Projects & Architecture at Goldman Sachs in New York and Tokyo.



Tram Anh Nguyen

Tram Anh Nguyen is the Co-founder of CFTE. With a career spanning over 18 years, she has worked across various sectors from capital markets to private banking and worked with UHNW families from Asia. Before CFTE, she worked for Standard Chartered Bank, UBS Wealth Management. She is an industry fellow at Imperial College. She has been a long advocate for lifelong learning in finance.



Claudio Giannotti

Claudio Giannotti is a Full Professor of Banking and Finance and the Director of the Department of Law, Economics, Politics and Modern languages at LUMSA University. He is a Member of the Board of the European Real Estate Society (ERES) and Teaching Fellow at SDA Bocconi.



Maurizio Raffone

Maurizio Raffone is the Co-Founder & CEO of Finetiq Ltd, an advisory company focused on Fintech in Asia. He is also an active Angel Investor and a Business Mentor with a passion for Blockchain and Crypto. He has 20+ years of banking experience working as a Managing Director at UniCredit and as a Director at Commerzbank and Bear Stearns.



Giordano Lombardo

Giordano Lombardo is the Co-Founder and Chairman of the Board of Rationis, a startup developing innovative investment portfolio tech solutions. Prior to Rationis, Giordano was the CIO of Pioneer Investments and then the CEO of the group until June 2017. He has more than 30 years of experience in the asset management industry.



Carlotta Siniscalco

Carlotta Siniscalco is a Principal at Ribbit Capital, a VC fintech investor based in Palo Alto. Prior to Ribbit, she has worked in Investment Banking at Goldman Sachs and in Private Equity at Advent International in New York.



Career Opportunities

- Fintech Entrepreneur
- Technology/Financial Services Consultant
- Business Development Manager
- Innovation Manager
- Data Analyst
- Digital Marketing Professional
- Community Manager

How to apply

Applications must be sent to fintech@lumsa.it by 14 October 2018.

However, you are strongly encouraged to apply early as we review applications on a rolling basis. There are four rounds of application, at the end of which successful applicants will be notified with the instructions to enroll in the program.

- 1st Round Deadline: Sunday 17 June 2018 (h 23:59)
- 2nd Round Deadline: Sunday 29 July 2018 (h 23:59)
- 3rd Round Deadline: Sunday 16 September 2018 (h 23:59)
- 4th Round Deadline: Sunday 14 October 2018 (h 23:59)

For application requirements, please refer to the master's website.

The application form (downloadable from the master's website) should be sent, along with the required documents, to fintech@lumsa.it.

We carefully consider each application on an individual basis, taking into account all the information provided on your application. We do not look just for high grades but rather for well-rounded and motivated students.

We are happy to help you in submitting a top application. If you need any support with your application, please email us at fintech@lumsa.it

Education Partners



The Centre for Finance, Technology and Entrepreneurship is an education platform supported by senior leaders from the largest institutions, universities and startups. It addresses the needs of professionals in finance to up-skill in a rapidly changing industry being transformed by emerging technologies. The platform is designed to deliver content of the highest quality thanks to the contribution of a group of global experts coming from finance, technology and academia. Its objective is to equip participants with the right knowledge, skills and mindset to thrive in a world of Digital Finance.



Instilla is a digital company created in Milan by a team of young entrepreneurs passionate about technology. Instilla provides digital strategic consultancy services to its clients, with a strong focus on user conversion, lead generation, and customer base acquisition. Instilla gives structure to digital marketing by designing and developing proprietary methodologies and software solutions in order to place conversion goals at the heart digital marketing processes. Instilla's clients include some of the leading Italian Fintech startups. Instilla founder lectures in customer base acquisition at Cass Business School, City University of London.



SuperCharger is Asia's leading fintech accelerator with a mission to find, train and scale the next generation of change-makers by accelerating the pace of change of business and developing human capital. SuperCharger is backed by tier 1 financial industry partners for its accelerator programs in Hong Kong and Kuala Lumpur and collaborates with the University of Hong Kong for the HKU FinTech MOOC. SuperCharger was founded by Janos Barberis who is recognized as one of the top 35 global fintech leader by Institutional Investor Magazine.

Corporate Partners



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About LUMSA University :

LUMSA University is a prestigious non-state Italian university formed on catholic principles founded in 1939 in Rome. Professionalism, growth and development are the University's fundamental principles, along with teaching, employment, research and the student experience.

University teaching is distributed across the department of Law, Economics, Politics and Modern languages and the department of Human Studies - Communication, Education and Psychology. LUMSA Master School is dedicated to postgraduate education through highly technical and international programs.

The university belongs to national and international scientific research networks and is a dynamic and active research center.

About Fintech EduLab:

Fintech EduLab is a startup dedicated to shape education in finance. We aim to unlock the potential of Fintech by empowering the next generation of talents. Our programs are designed to equip students with the tools, knowledge, skills and mindset to succeed in the new world of digital finance. We are honored to be supported by a global network of professionals from leading financial institutions, universities and startups.

Contacts

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