

A photograph of a group of people networking at a modern event. In the foreground, a man in a green sweater and a woman in a light blue top are engaged in conversation. The background shows other attendees in a bright, open-plan space with large windows and wooden accents. The overall atmosphere is professional and collaborative.

CORPORATE CONNECTIONS REPORT 2021

CORPORATE CONNECTIONS REPORT

There are several perceptions through which it is possible **to bring our purpose to life**. The one we have chosen to prioritise in this, the first edition of our Corporate Connections Report, is that relating to **creating connections with the business world**.

One cannot “inspire” without offering concrete examples, nor can one invoke the value of a partnership without taking care of it and developing a network of relationships with the business world, the future cannot be “shaped” if there are no opportunities – during training – to get directly involved with companies.

**WE ARE COMMITTED TO INSPIRING AND
PARTNERING WITH INNOVATORS TO
SHAPE A BETTER FUTURE FOR ALL**





To do all this in an **innovative** way, in this **Corporate Connections Report** we have chosen to “**measure**” and **collate all the connections with the business world that have affected our School in the period 1.9.2020 – 31.8.2021**. This is a window of time that fits in well with our School's term time and that will allow us, starting from the next edition, not only to take stock of what has happened, but also **to evaluate the progress that we will have been able to implement**.

The Corporate Connections Report is based on the reflection that **there are 4, deeply interrelated, points of access and contact between the School (and its students) and companies**.

THE 4 ACCESS POINTS

1. **The Open Programmes**, the postgraduate training programmes (from Junior Masters to MBAs, from Academy courses to Executive MBAs) provided by our School. Corporate connections are recognisable here on two levels: (i) that of the numerous hands-on and career services activities that bring our students into contact with a very extensive network of companies, which are engaged and represented in our training programmes; (ii) that of the students themselves, who, with the wealth of their professional backgrounds and the uniqueness of their business experience represent a fundamental – and sometimes underestimated – connection pool.

2. **The Corporate Programmes**, the corporate training programmes par excellence that the School consistently delivers during the year, and which allow our Faculty and others to come into contact with a huge pool of connections, again both directly, through the role of corporate clients in defining the content, and indirectly, through interaction with the students, who are a living expression of business activity.

3. **The Faculty**, the heart of the School, which is constantly engaged in the growth of its own skills through a relationship which (as evidenced by the numbers) genuinely is daily with the business world. And this not only with regard to education, but also with reference to the research and advisory activities that are an integral part of the “work” of our academic teachers – not forgetting the precious contribution of those who are part of our Faculty and who are at the same time businessmen or -women, specialists or entrepreneurs.

4. **The Alumni**, the permanent network of students who have finished their own educational journey at our School, and who – through the numerous engagement initiatives that bring them back to our School – become a further pool of corporate connections.

This Report is dedicated to these 4 access points and their “numbers” of corporate connections.

OPEN PROGRAMMES

CORPORATE
PROGRAMMES

POLIMI GSoM PARTNERS

POLIMI GSoM
MANAGEMENT



OTB



ALUMNI

FACULTY



POLIMI GSOM PARTNERS



WE CANNOT FAIL TO OPEN THIS REPORT ON THE SCHOOL'S CORPORATE CONNECTIONS BY REMEMBERING OUR PARTNERS.

This is not only a source of pride, given the calibre and representativeness (by business area, by geographical characterisation, and by brand) of the companies that have decided to become part of our corporate structure.

It is also and above all a distinctive sign, **a unique aspect of our School**. Having **these companies on our Board of Directors and at our Shareholders' Meetings is above all a great responsibility**, since it obliges us to remain vigilant with regard to the quality of our educational offer and our results; on the other hand, **it is obviously a great opportunity for obtaining input and suggestions on how to innovate our range of training**, making it increasingly responsive to the needs of companies that are confronted with unprecedented dynamics of market evolution.

The effect of these connections permeates the whole School.

OVERVIEW

In 2021, the School had over 9,000 active corporate connections. This is an impressive number that shows the strength of a network of over 15,000 alumni and 40,000 students (open and corporate) who have variously passed through our classrooms in the course of 2021.

CORPORATE
CONNECTIONS

OPEN PROGRAMMES

3,112

Students who work/have had business experience

1,679

Companies represented in the classroom, through their own students

908

Hours of in-company visits/testimonials/business challenges

701

Projects realised in collaboration with companies

3,133

Hours of lessons given by managers/ entrepreneurs/specialists

583

Companies involved in curricular activities that come into contact with students

908

Job interviews with companies

3,186

Job postings presented to our students

1,291

Hours of career training provided

1,062

Companies involved in career development activities for our students

9,054

COMPANIES THAT HAVE ACTIVE
CONNECTIONS WITH THE SCHOOL

	CORPORATE PROGRAMMES		ALUMNI
37,774	181	15,080	Alumni
Students who work/have had business experience	Training courses delivered on business premises		
	FACULTY	8,864	Companies represented in the alumni network
4,059	258		
Company employees involved in corporate training courses	Faculty professors and other specialists	110	Companies created by the School's alumni
101	645		
Companies that have carried out business training courses with the support of the School	Companies that have initiated applied research and advisory projects with the School's Faculty		





OPEN PROGRAMMES

The Open Programmes provide numerous opportunities for connection with the business world.

They come in the first instance from the **number of students we host in our classrooms**. During the period covered by the 2021 Corporate Connections Report, we had **over 3,000 students at the same time, of whom 597 reached the milestone of being awarded their Master**.

The result is that through their employees who attended one of our Open Programmes, **over 1,600 companies were represented at our School in all their uniqueness**. In the absence of any gauge, (and precisely for this reason we decided to “count them”), it is difficult to realise the **value of these connections**, and yet they are so important, because – through people – they create bonds that are destined in most cases to last over time.

As mentioned in the introduction to the Report, however, there are many more corporate connections to which the students of our Open Programmes are exposed. **There are also those (over 500 in the reference period) of the companies that have taken an active part in the classroom activities:**

OPEN PROGRAMMES

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Students who work/have had business experience

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Hours of career training provided

1,062

Companies involved in career development activities for our students

through the more than **900 hours** spent on **company visits, testimonials and business challenges**; through the more than **700 projects** (in which students try to put into practice the skills learned) hosted by companies; through the more than **3,100 hours of lessons provided by specialists and (non-academic) businesspeople** who have spent part of their year in our classrooms as lecturers.

We cannot fail to record the great work done to “connect” our students to **an even wider network of companies that could represent for them the opportunity for a new professional adventure.**

In the reporting period covered by the 2021 Corporate Connections Report, **we are talking of more than 900 job interviews held at**

our School during career days and recruiting events, which are added to the over **1,200 hours of career training provided** (workshops, test interviews, meetings with headhunters, etc).

In addition to these, job posting activities are further extended by expanding the circle of corporate connections, both directly capitalising on the potential of our **FLEXA platform**, and indirectly, the result of the constant commitment to **scouting and building partnerships with the career portals most in line with our School's attributes.**

Overall, our students were presented with over 3,100 job openings, from over 1,000 different companies.



CORPORATE PROGRAMMES

The role of Corporate Education is crucial in building “connections” with businesses. As with the Open Programmes, when examined closely, this area is fundamental from several points of view.

The first, which is immediately and more easily measurable, concerns the tally of **the over 100 companies that have chosen our School** in the period covered by the Corporate Connections Report **to train their own personnel, representing a total value of several million euros in terms of projects**. This amount is more than remarkable when one considers the effect of the Covid-19 pandemic, which has inevitably characterised the period under analysis.

The impact of Corporate Programmes, however, is much wider, considering the opportunities for our **Faculty**, which has provided **over 4,000 hours of teaching in over 180 training programmes**, **to make contact with over 37,000 students**, each with their own perspective and their own professional experience.

Connections, perspectives and experiences which, through discussion, become part of the knowledge of the School and then become transferable to our programmes.

CORPORATE PROGRAMMES

37,774

Students who work/have had business experience

4,059

Company employees involved in corporate training courses

101

Companies that have carried out business training courses with the support of the School

181

Training courses delivered on business premises



THE FACULTY & THE ALUMNI

So far we have focused on training, but there are **other opportunities for connection with the School's businesses**, which, to be correct, we must include in our “measurements”.

First of all, there are our Faculty's **applied research and advisory activities**. Of the **258 lecturers, 137 are academics in the Core Faculty**. During the reporting period of the Corporate Connections Report, their efforts in **over 600 companies** led them to generate **several million euros' worth of research and advisory projects**. As per the comments relating to our students, this is even more significant if one considers that the **intensity of the connection with companies is even greater** when you have the opportunity to interact directly with them, entering into their processes and their organisation.

Similarly, **the connections that our more than 15,000 alumni enable us to access need to be included in our analysis**.

They represent a great value for our School, first of all because – through the numerous activities that see them involved and allow them to reconnect with the School – **they enable us to have access** to over **8,800 companies**, of which they are often proud representatives and ambassadors.

Our alumni are also the generators of new “hubs” in the network of corporate connections, with **the over 100 companies** that they have helped to create up until 31.8.2021, the end of our reporting period.

The scope of these “extended” connections therefore appears to be just as significant as in the analysis which hinges on training.

FACULTY AND ALUMNI

258

Faculty professors and other specialists

645

Companies that have initiated applied research and advisory projects with the School's Faculty

15,080

Alumni

8,864

Companies represented in the alumni network

110

Companies created by the School's alumni

THE NEXT STEPS

The 2021 Corporate Connections Report represents **the first step towards a greater awareness of the impact of our School, with particular reference to the degree of interconnection and partnership that it has with the business world.**

This is because, **for the first time, with a structured data collection process, it “measures” one of the values of being part of a Business School**, that is, being exposed to a network of connections with the business world.

It does so because, **by sharing these numbers with our students** and with anyone else reading this Report, we want **to inspire them to make the most of these connections, to live them and to seek them out as a fundamental part of their experience** at the School.

It does so because, **by enabling us to gauge the extent** of our connections by making an annual comparison, it allows us to **set ourselves concrete objectives for improvement and to verify their achievement**, pushing the School to direct its efforts successfully.

There are still many open points on which to work, starting from the concrete determination of the above objectives (to which connections to give priority?) up to the identification of further connections that we may have forgotten in this edition.

On these points, as on others that may emerge from our readers, we would ask our students to lend us a hand, helping us to have a 2022 Corporate Connections Report which is even richer in “connections”.





