



This is IBM

IBM Global University Programs

Restlessly reinventing since 1911

Luca Crippa
IBM Italy - Parma
University Ambassador

Michele Grossi
IBM Italy - Pavia
University Ambassador



We are a global technology and innovation company headquartered in Armonk, NY.



- We are one of the the largest technology employer in the world and we employ **380,000 IBMers** serving clients in **170 countries**.
- In 2018, we generated **\$ 79.9 billion revenue**.
- We invest more than **\$6 billion a year in R&D**, and just completed our 26th year of patent leadership.
- We live at the intersection of business and technology and today, we are a **cognitive solutions and cloud platform** company, transforming entire industries.

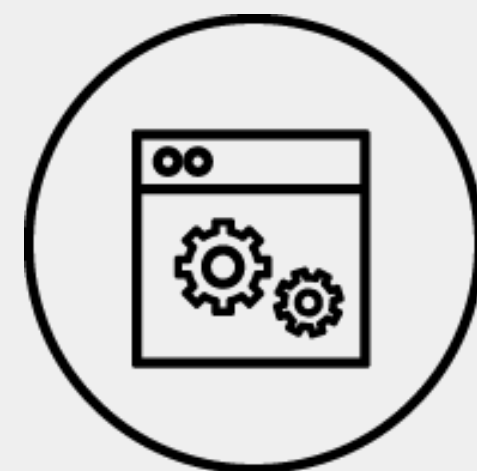
The world is changing



Expectations



Technology



Competition



Macro-Economics



Hard Skills

Technical and core skills continue to be critical requirements for members of the workforce.

Demand will increase for workers to develop and deploy technology, or interpret and act on the data analytics that these technologies can produce

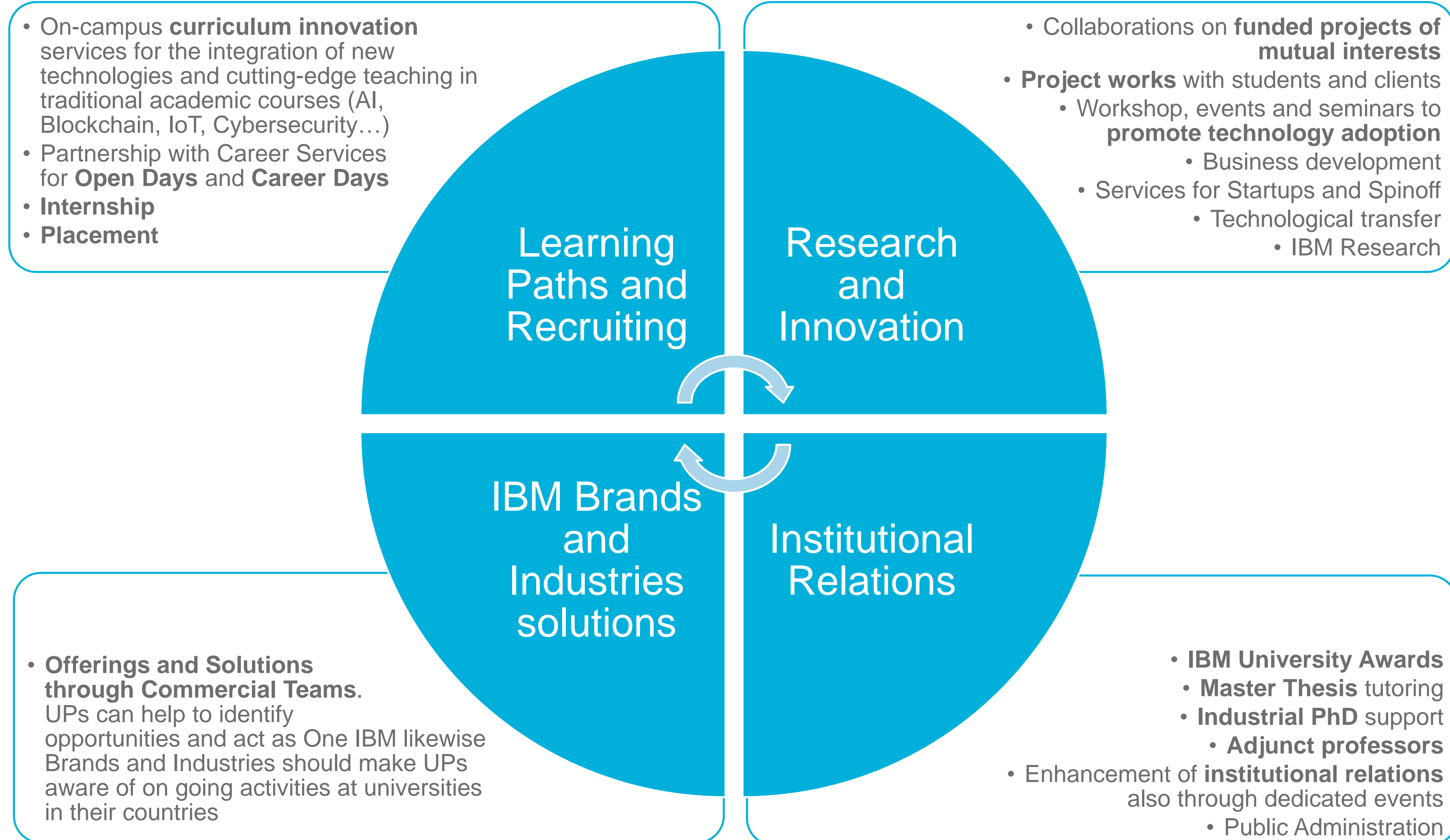
1. Basic computer and software / application skills
2. Technical core capabilities for science & technology
3. Fundamental core capabilities around reading, writing and arithmetic, engineering and mathematics (STEM)
4. Industry / occupation specific skills

Soft Skills

More work activities will require social and emotional skills and advanced cognitive capabilities, such as high-level logical reasoning.

1. Complex problem solving
2. Critical Thinking
3. Creativity
4. People Management
5. Coordinating with others
6. Emotional Intelligence
7. Judgment&Decision Making
8. Service Orientation
9. Negotiation
10. Cognitive Flexibility

Activities' framework



Current Collaborations in Italy



Piemonte e Nord-Ovest

1. Politecnico di Torino
2. Collegio Carlo Alberto
3. Università di Torino
4. Università del Piemonte Orientale
5. IAAD
6. Università di Genova

Lombardia e Centro-Nord

7. Università Bocconi
8. Università Bicocca
9. Università Cattolica del S. Cuore
10. CeTIF
11. Università Vita-Salute San Raffaele di Milano
12. Humanitas University
13. IULM Milano
14. IED
15. Domus Academy and NABA
16. Politecnico di Milano e MIP
17. Università degli Studi di Pavia
18. Università di Bergamo
19. Università di Brescia

Veneto e Nord-Est

20. Università degli Studi di Padova
21. Università degli Studi di Verona
22. Università Ca' Foscari
23. CUOA Business School
24. Università degli Studi di Trento
25. Università degli Studi di Trieste e SISSA
26. Università degli Studi di Udine

Emilia Romagna, Toscana e Centro Italia

27. Università degli Studi di Bologna
28. Bologna Business School
29. Università degli Studi di Modena e Reggio Emilia
30. Università degli Studi di Parma
31. Università degli Studi di Firenze
32. Università degli Studi di Pisa
33. Scuola Normale Superiore di Pisa
34. Scuola Superiore Sant'Anna di Pisa

Lazio e Centro-Sud

35. LUISS Roma
36. Università La Sapienza
37. Università degli Studi Roma 2 Tor Vergata
38. Università Campus Biomedico Roma
39. Università di Camerino
40. Università dell'Aquila
41. Politecnico delle Marche
42. Università degli Studi di Napoli Federico II
43. Politecnico di Bari
44. Università degli Studi di Bari

Sicilia e Sardegna

45. Università degli Studi di Catania
46. Università degli Studi di Palermo
47. Università degli Studi di Cagliari

3 Focus Areas

Main Topics:

- Artificial Intelligence
- Blockchain
- Quantum Computing
- Big Data and Analytics
- Security and Cybersecurity
- Cloud Computing
- IoT
- Social and Mobile
- Agile and Design Thinking
- Fintech
- Data Science
- HW Architecture and System Z
- Power AI

Technology Adoption



Research and Development



Working @ IBM



UNIVERSITY OF PAVIA (UniPv)

2018-2019

Research

- Quantum Computing: Quantum hardware simulating four-dimensional inelastic neutron scattering – published in Nature Physics
- High Energy Physics: Precise predictions for same-sign W-boson scattering at the LHC – published
- Other paper under publication

Curriculum development

- Executive PhD in Physics, M. Grossi (Data Science -IBM Q)
- PhD Course on Quantum Computing
- Project management, course within PhD path
- Marketing & Storytelling, Master in Marketing Utilities and storytelling Techniques
- Master Degree Plus (*Laurea Magistrale +*, LM+): 12 months internships, 2 students - 1 in Management, 1 in Physics

Reference for Physics – Prof. Daniela Rebutti

IBM Technology

IBM Q
IBM Cloud
IBM Watson



PHOTOS



One of the best Multidisciplinary Universities in Italy and received also a good position in the Europe Teaching Rankings. It is greatly active in the Quantum Computing field.

<http://www.unipv.eu/site/home.html>

IBM Brands

IBM Research
IBM Cloud
IBM Marketing

IBM Industry

Education

UNIVERSITY OF PAVIA (UniPv)

2018-2019

Curriculum development

- Collaboration with MIBE – Master in International Business & Entrepreneurship - <https://mibe.unipv.it/>
 - LM+
 - 40 hours of coding on IBM Cloud and AI, in particular NLP (Natural Language Processing)
- Active collaborations on Startups:
 - events, workshops, seminars
 - projects on cognitive technologies
- Partnership on EMBA Ticinensis:
 - Lectures, seminars
 - May 2019: students will come to visit IBM-MIT AI Lab in Boston (US)

Reference for Business and Management – Prof. Stefano Denicolai

Executive Sponsor for IBM – Alessandro La Volpe

IBM Technology

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What will you DO @ IBM?

In 6/12 months internships you will “taste” different aspects of working in a Company

- Technical skills developing with focus on new technology with training on the job and central learning events
- Soft skills acquisition with real business meeting involvement
- Consulting and co-working with IBM people locally and remotely

Reference for IBM – Michele Grossi

PHOTOS



Dipartimento di Fisica
Università degli studi di Pavia

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Academic year 2018/2019 - PhD course on Quantum Computing

University of Pavia - Doctoral programme in Physics
PhD course on "Quantum Computing"

December 2018 - February 2019
Physics Department, via Bassi 6, Pavia

Programme - Registration form available soon

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Thank You!

