



Areas of Interest for Cooperation

1. Create a master degree in the **Social Organizations Management**, aimed at developing management skills, addressing issues such as the acquisition of leadership skills, financial knowledge level, establishing and maintaining partnerships.
 2. Create a master degree in the **Shipping and Port Management**, in order to increase and optimize the technical skills related to the management of the activities and administration of companies that directly or indirectly act in these areas.
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The University and the School – UTL | ISEG

UTL - Technical University of Lisbon was founded in 1930 and is one of the biggest Portuguese universities. Around 19,000 undergraduate and 3,500 postgraduate students currently attend the seven Schools of the UTL (additional information available in www.utl.pt).

ISEG – School of Economics and Management is a well-known and prestigious school in the fields of management and economics that celebrated the 100th anniversary in 2011. ISEG aims to maintain its' important role in higher education and society through research and by providing services in key areas such as Economics, Business Studies and related subjects, searching for solutions to fulfill real problems in economic and social development (additional information available in www.iseg.utl.pt).

The Research Centre – CEGE

The Centre of Management Studies of ISEG is an nonprofit association that was founded in October of 1990. It has many members, professors of the management department of ISEG, which allow the execution of different projects, especially in the field of training.

Objectives of CEGE/ISEG:

- i) Promote training in management, advanced level
- ii) Provide consulting services to organizations
- iii) Conduct applied research and supporting the dissemination of its results
- iv) Contribute to the training of teachers and students
- v) Cooperate with similar entities, national and international

Distinguished by prior experience in the conception, organization and development of multiple Postgraduate courses, such as Communications and Multimedia Management, Distribution Logistics and Management, Maritime Transport and Port Management, Real Estate Management and Valuation, Corporate Governance, Systems and Information Technology for Organizations, Fiscal Management and Leadership & Management.



Additionally develops advanced training and short-term training courses designed for organizations' Directors and Top Managers. In this context, the CEGE/ISEG distinguishes by:

- i) Select professors who combine excellent teaching skills with relevant professional experience in the business;
- ii) Tailoring programs to the objectives of organizations (clients) and profile of employees (trainees), in a logic of partnership;
- iii) Resorting to active methods to optimize learning, such as case studies, simulations, games, etc.;
- iv) Prepare examples and unique case studies based on the data of organizations and activity sectors;
- v) Provide a daily monitoring service to participants;
- vi) Evaluate performance as provider and discuss the results with customers.

Additional Activities Developed:

- i) Research projects;
- ii) Seminars, conferences and similar activities;
- iii) Publications;
- iv) Project management consulting and information systems;
- v) Establishment of cooperation agreements with national and international;
- vi) The CEGE/ISEG has participated, in partnership with national or international organizations, in multiple structural projects in the fields of management, information systems, and others for business, national and international public institutions (such as the European Commission).

The City - Lisbon

Lisbon is the capital of Portugal and lies on the north bank of the Tagus River Estuary, on the European Atlantic coast. It is the westernmost city in continental Europe.

It is a blend of the past and the future, celebration and nostalgia, origins and voyages, modernity and memory, the traditional and the cosmopolitan, unity and diversity. Lisbon offers a wide variety of options to the visitor, including beaches, countryside, mountains and areas of historical interest only a few km away from the city centre.