



Master's Program

Master Diploma IED

Fashion Brand Management

IED Firenze



Fashion Brand Management

Title* Master Diploma IED

in Fashion Brand Management

Coordinator Andrea Nardi

Duration 9 months

Language English

Attendance Mandatory, full-time

Starting date November

Location Florence

^{*}To get the qualification, students must successfully attend not less than 80% of all training activities and discuss their Thesis Project in front of the examination board.

Overview

IED Master's Program are designed by considering both the market's evolutions and the required skills, in order to train professionals who are ready to undertake relevant career paths.

> This innovative and professionalising Master's degree program in Fashion Brand Management will give students analytical tools for gaining a deeper understanding of what a fashion brand is; they will also be able to develop brand identities and distinguish them from one another, and make the brand appealing in society - thus also economically successful - through marketing and communication techniques which meet contemporary market and societal needs. A solid understanding of this holistic approach fits well with a rapidly changing environment, taking into account opportunities for innovations such as product convergence, disintermediation, and a growing entrepreneurial initiative with characteristics of consciousness, sustainability, and inclusivity. The city of Florence is the perfect place to find this type of knowledge because it is here that important fashion brands were born and continue to flourish today. The course will provide students with an opportunity to practice skills related to content creation, market research, and marketing strategies through the use of professional tools and processes. Additionally, students will develop transversal skills through 360° project management, critical and creative thinking, as well as multitasking skills and problem-solving abilities.



Who is it for

Considering the wide range of cultural, managerial, and visual aspects of branding, this Master is open to all students interested in entering the world of fashion through the brand as a common denominator.

What's next

Attending a Master's Program at IED means to understand the dynamics of companies and agencies, to get new contacts and to enter a unique international network rich in professional opportunities.

This master's program prepares students to pursue careers in **Brand Management** or **Strategic Management** roles. In addition, the skills and competencies acquired in this program may prove fundamental if students, in the future, wish to develop their career in the field of leading **Global Brands**.



Methodology and Structure

IED educational methodology is built around comparing and sharing ideas and designs.

Along with the theoretical key subjects - cultural, managerial, and visual - the class takes part in lectures, labs, projects, guest lectures, and field trips. This project-based approach combines aspects of analysis and practice, simulating the realities of the contemporary fashion business, which requires a brand to have a strategy, a positioning, a dominant style, a target, and a set communication tools to reach it. It's about learning by doing. Therefore, teamwork completes individual study, to get used to working in structured companies that operate in a global context, with different people, and in the constant compromise between the creative and the economic side that characterises fashion. The Master concludes with a final project which consists in launching a new brand, restyling a current one, or reactivating a dormant one - to be agreed with the course coordinator.

Contemporary Fashion Culture focuses primarily on analyzing the contemporary market and the sociological analysis related to art, fashion, music, and innovation to provide a solid foundation and introduction to economic concepts. The goal of Sociology of Imaginary is to provide theoretical and methodological foundations for analyzing the contemporary imaginary as well as the forms of visual culture based on the centrality of the visual dimension in innovative social and communicative settings.

Fashion Business aims to provide students with an understanding of the entrepreneurial and strategic approaches to working in the fashion industry, in addition to sharing useful information related to the training of future professionals able to manage and coordinate brand management processes, from the concept to the language, up to the definition of communication strategies, working not only with marketing, but also with production and retail and studying business law as a whole. As part of the class preparation, **Visual Lab** provides participants with the necessary tools to be able to express their ideas visually and digitally.

Through the theoretical approach taken by **Fashion Operations**, the student will identify and understand the business processes that generate value for the customer, as well as the activities that lead to the production and delivery of a product or service. Finally, in order to provide the students with all the needed knowledge, the objective of **Fashion Merchandising** is to provide them with tools to analyse the market, manage a collection, and manage the life cycle of a product, as well as its distribution, in order to maximise profits.

After the first part of the educational path has been covered, the course will focus on specific aspects and phases of each of the above processes, as well as a practical and design-oriented approach to managing them.

The course's focus is **Fashion Brand Management**, a theoretical-practical and project-based subject that aims to prepare students for the knowledge and management of branding strategies related to fashion brands, as well as the preparation of business plans and related documents.

By working closely with the creative and marketing departments typical of business processes, this subject works and combines well with other topics, such as **Fashion Trend Forecasting**, which will prepare young people for professional projects and analysis of consumption forecasting techniques.

As part of the previous subject and with the help of **Case History** and **Company Visits**, students will prepare a digital presentation combining elements of the design project, a communication plan, and an image concept coordinated with the design area. In order to create a unique project that demonstrates the student's strategy and business idea, the subjects Fashion Brand Management and Fashion Trend Forecasting will play an important role in the **Final Project**.

Program

Contemporary Fashion Culture

In this disciplinary field, the main focus is on analyzing the contemporary market, recalling the past, analyzing brand icons, and providing an introduction to economic concepts related to the fashion sector. Students will be provided with an understanding of how the fashion industry is one of the most important supporters and promoters of contemporary art today. Indeed, this course examines the influence and impact of art on fashion and luxury and proposes an analysis of the main concepts so as to enhance students' understanding of the relationship between the two systems in a completely contemporary setting. This course is intended to provide the students with linguistic expertise as well as a genuine understanding of the influence of art on fashion, on the creativity of designers, and on the way we dress.

Sociology of Imaginary

Based on the centrality of the visual dimension in innovative social and communicative contexts, this subject seeks to provide the theoretical and methodological foundations for the analysis of the contemporary imaginary and forms of visual culture. This course is primarily intended to introduce students to the study and critical analysis of visual culture by providing the necessary tools to design a visual research project according to Visual Sociology's approach.

Visual Lab

Students will learn how to build effective digital presentations using Adobe software packages (Photoshop, Illustrator, After Effect), in a digital and practical laboratory.

Fashion Business

This is the first concrete entrepreneurial and strategic approach to working in a fashion company, a disciplinary field designed to share information helpful for the education and training of future professionals capable of managing and coordinating future brand management processes, from concept to language and up to the formulation of communication strategies, studying not only marketing and communication but also production and retail, as well as the main elements of administrative law. Students will use real case studies to simulate processing and learn how to use professional tools.

Fashion Brand Management

This subject is the focus of the course and is a theoretical-practical and project-oriented disciplinary area that prepares students to know and manage branding and marketing strategies related to fashion brands, to produce business and communication plans within the context of system innovation and digitization. By completing a marketing strategy simulation and a brand management exercise with a communication proposal as the final step, students will be able to apply what they have learned to a project in which they will analyze and deepen their understanding of marketing processes and marketing levers.

Fashion Trend Forecasting

The subject examines the projection processes for future fashion trends. By using data, statistics and consumer behavior, fashion system players can plan strategies based on what the market will require in the future. The aim of this analysis is to develop a story based on shapes, design elements, colours, fabrics and finishes through reports, mood boards, and paper and digital trend books which companies can employ to create new products for the market.

As a component of the final project of this

As a component of the final project of this subject, aesthetic and style proposals will be used to create a concrete representation of a market and behavior analysis.

Fashion Operations

Students will gain an understanding of the business processes that contribute to the generation of value for the customer, as well as the activities that permit production and supply of a product or service to the customer. Various types of operations are examined with the aim of providing the class with the main notions of managing and purchasing the product or service, analyzing the quality and quantities required at each moment of anticipated use, and minimising costs and procurement risks. Furthermore, a multi-channel approach to consumption will be considered, where efficiency and optimizing operations become more difficult, but also crucial for identifying the most virtuous companies.

Fashion Merchandising

It is the objective of this subject to provide students with the tools to analyze the market, manage a collection and life cycle of a product, as well as its distribution for maximising profits. The logic of the sector will coexist with the rules of the market and business. The merchandising analysis will take into account both industrial and retail processes and innovative strategies.

Case history

Students will analyse some of the most important brand examples, using them as subjects for projects during the course.

Company visits

Students will have the possibility to visit some companies during the course.

Final Project

In the final project, students will learn how to work on an existing brand or create a new brand proposal using all the different strategies, channels and tools through marketing analysis (data, graphics, maps, etc...) and brand strategies (brand extension, co-branding, etc...) in order to implement professional plans aimed at maximizing the performance of the brand. Besides developing outputs individually or in groups, the students will also recreate the relationship between a client and a consulting firm.



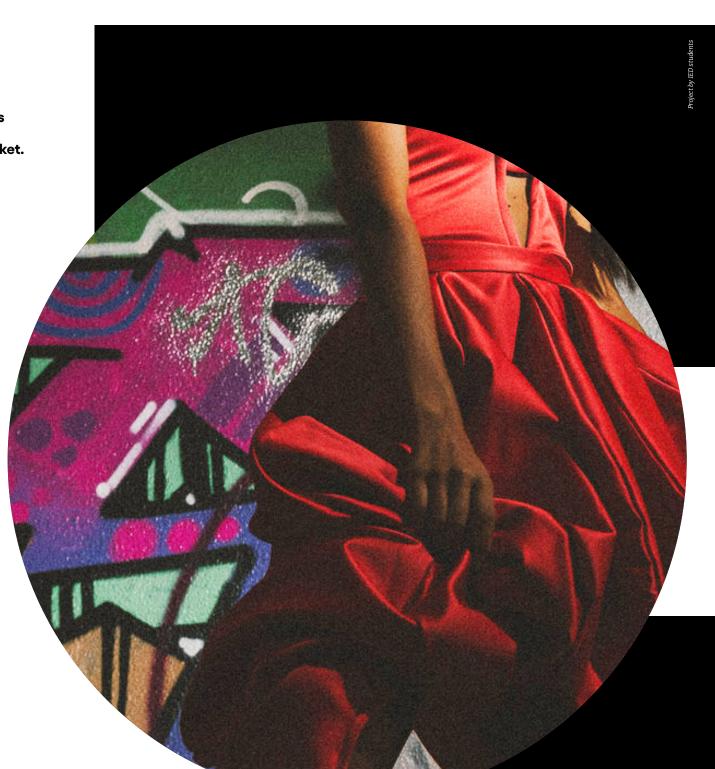
Faculty

IED faculty consists entirely of professionals able to teach theory and practice, through case histories and project works in collaboration with companies that allow participants to meet directly the job market.

Coordinator

Andrea Nardi

Graduated in Marketing and Governance from the University of Siena, he developed his international experience as Head of Buying for men's and women's collections as well as Key Account Manager for international stores and e-commerce platforms. After working for some high-end brands in London, Milan, Paris, and New York, he currently serves as the Academic Coordinator and Head of Fashion at IED Firenze, and as a Fashion Business Consultant for international companies active in the Fashion and Luxury industries..



Faculty Members

Alberto Caselli Manzini

As a lecturer, he's actually working for Università di Bologna. For more than twenty years, he has been with continuity a key contributor to a number of fashion and luxury international magazines including Sport&Street, which he directed, Collezioni Donna, Collezioni Uomo, and Collezioni Accessori. He also collaborated with Michael Kors, Woolrich, Erreà Sport, Pitti Immagine Uomo, and many others brands.

Irene Chellini

Irene is an Anthropologist with an MA in History and Philosophy and a PhD in Anthropology, History and Theory of Culture. She travelled and lived for long periods in Iran for research and studies. She founded a publishing house, Ponte33, the first one in Italy translating contemporary literature from Farsi to Italian. She worked as a freelance for literary agencies and publishing houses. She developed a deep interest in the history of art and anthropology of fashion and costume. She is specialized in designing museum paths dedicated to the connections between art, fashion and social history.

Sofia Crescioli

Since she was a child, she has been trying to understand how things are made: she pens up, disassembles, and reassembles everything that comes into her hands. She would steal needles and thread from her grandmother, pieces of wood and glue from her grandfather, using them to create strange creatures that filled her room. After spending five years working with clay in high school, she decided to resume her quest for understanding how things are made and enrolled in the Industrial Design program at the University of Florence. Over the years, after completing her degree, she has been involved in design. communication, and innovation for numerous organizations, working both in teams and independently. Currently, she works as a graphic designer at StudioBrick and teaches graphic design.

Marco Crisci

Manager in Fashion and Luxury industry with an international exposure in the sectors of menswear, womenswear, cars, luxury food, sporting goods, hotels, beauty & cosmetics, sportswear, leather goods; worked for Italian and international brands as Jaguar cars (regional sales manager), Katharine Hamnett London (licensing and business development), Nespresso (retail trainer), Nike (wholesale distribution), Cisalfa Sport (retail manager), Conte of Florence (sales manager). Undergraduate and Masters level professor of retail management, fashion business management, international marketing, luxury management. Business advisor and consultant for an Italian firm supporting fashion and luxury lifestyle brands.

Gabriele Lanzi

Attorney at the Court of Florence since 2009, mainly dealing with contractual and criminal law. Graduated in law at the University of Florence, he also spent a year at the University of Aix-Marseille studying the rule of law in France. After Bar exam, he attended several professional training courses, including in 2018 the course in Fashion law - Law and culture in the fashion chain at the University of Florence. Since 2021 he has been admitted to practice before the higher jurisdictions.

Anne-Marie Mousseau

Born and raised in Montréal, Canada, after graduating with a business degree in Marketing and International Business at McGill University (Faculty of Management) she worked with top fashion brands for over 20 years. After starting at Salvatore Ferragamo as Sales Analyst, she was Accessories Merchandising Manager Europe for Polo Ralph Lauren, Women's Leather Goods Sales Manager at Prada and Brand Manager for Calvin Klein Footwear, developing in-depth knowledge and understanding of the fashion industry, particularly in business, marketing, merchandising and sales.

Olimpia Nocentini

During her university studies, Olimpia gained experience in the luxury industry in New York, which later inspired her to start working for luxury brands in Milan, Rome, and Florence immediately after graduation. In particular, she worked for international luxury companies in product and planning merchandising, such as Gucci, Fendi, and Ferragamo. She completed a Master's in Luxury Management at the Sole 24 Ore Business School and specialized in the jewelry sector through collaboration with the

Pandora brand. She then began her career as a consultant, helping various fashion and luxury brands develop a collection strategy consistent with the brand itself. She proposes pricing and assortment strategies and collaborates with various departments such as marketing and logistics to implement strategic objectives. She started teaching to share her experience and help her students make the best career choices that align with their interests and passions.

Livia Quaresmini

After graduating in 2009 with a degree in Fashion Design, Livia Quaresmini worked as a designer for many different independent fashion labels. In 2016 she launched her own brand, a slow fashion boutique located in the historic artisanal district of Florence. The mission of the ecologicallyminded brand and retailer is creating fashionable pieces to treasure in wardrobes without hurting the planet. In 2015, Livia joined Lorenzo De' Medici. The Italian International Institute's Fashion Design, Marketing and Merchandising department. She has been a Visual Merchandising, Trend Forecasting and Fashion & Sustainability professor. She recently joined Srisa, Santa Reparata International School of Art, teaching Fashion Illustration and Fashion Studio. She now collaborates with independent sustainable luxury brands as merchandiser and brand's consultant. She's a volunteer for Fashion Revolution Bangladesh, taking part in international virtual panel discussions about sustainability and consumer behavior.

IED reserves the right to make any change in relation to the didactic needs or those of the school itself.

IED Italia Career Service

The IED Italia Career Service, with a team distributed on the territory, takes care of every single who passes through our classrooms, thanks to a process of support, training, listening and promotion that rewards students, but also partner companies and the school itself.

The Career Service is a bridge between education and professional life and it offers a service that, over the years, has been able to build strong and lasting relationships with leading companies in various sectors.

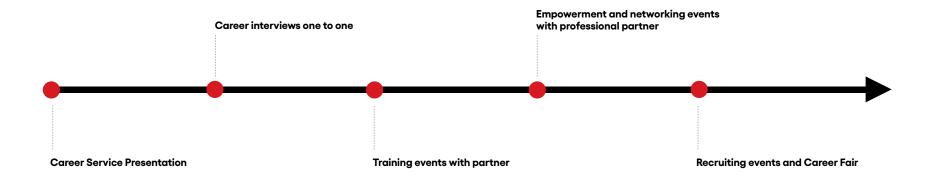
Working all the year for student placement

Throughout a **personalized path**, consisting of **individual meetings**, each student is tutored by a Career Service staff member, who helps him/her to prepare for and **enter the job market**.

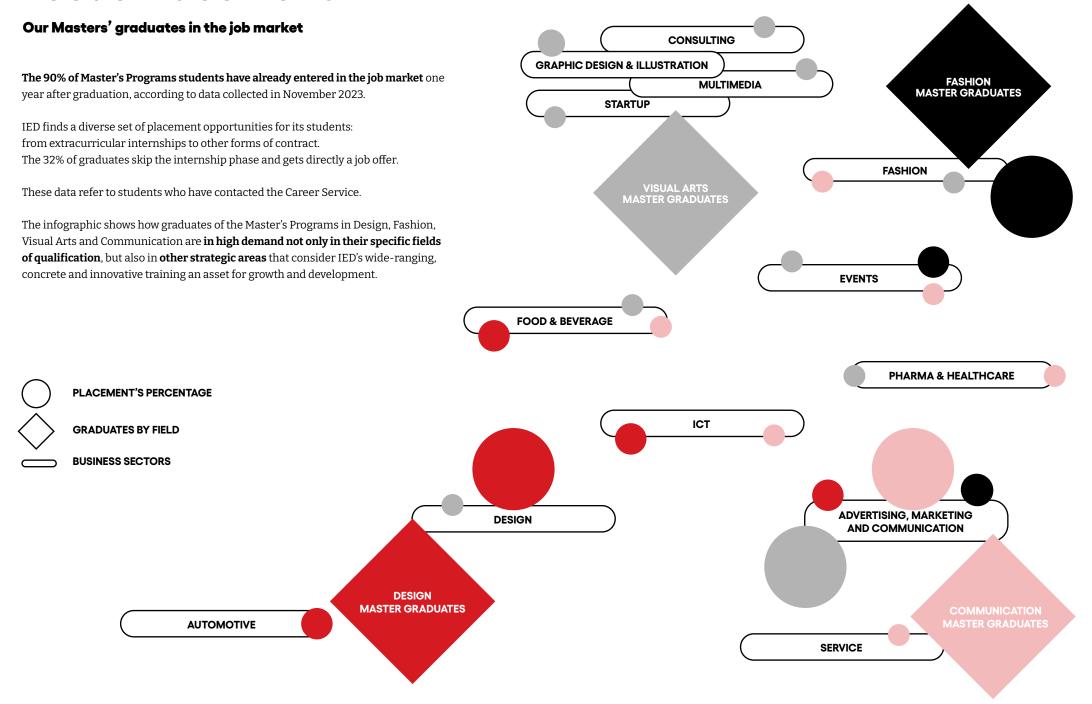
The meetings aim to highlight the acquired skills and personal attitudes of each student, helping to create the awareness necessary to approach the job market and to build a competitive curriculum vitae and portfolio.

During the year, IED organizes also training and empowerment events with recruitment experts, who teach students how to land a job interview and give insights about the present and future scenarios of the creative professions.

The programme culminates with the Career Fair, an event during which the students have the opportunity to introduce themselves to the many companies involved and to participate in the selection interviews.



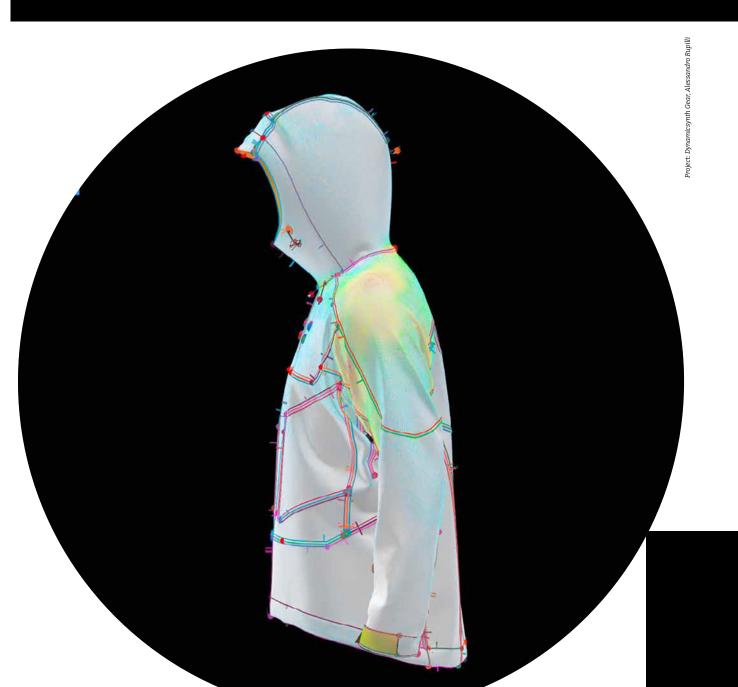
Focus Placement



Companies

The network of partner companies grows every month and includes small and medium enterprises, large multinationals, top brands, studios of different sizes, and innovative start-ups:

3M, Accenture, ADD, Alphaomega, Ambito 5, Armando Testa, Artemest, Attila, Auge, Azimut Benetti Group, BCube, Bigfish, Big Spaces, Boffi-De Padova, Borbonese, Boston Consulting Group, BMW, Bottega Veneta, BTicino, Calvin Klein, Calzedonia, Canon, Cayenne, CBA Design, Ceres, Chapeaux, Cheil, Class Editori, Collezione Peggy Guggenheim, Condé Nast, Cortilia, Damiani, Davide Campari, Deep Blue, DDB, Deloitte, Diesel, Digital Angels, Doing, Doucal's Italy 1973, Dpr Eventi, Dude, Eataly Spa, EDI – Effetti Digitali Italiani, Egg Eventi, Elica, Ermenegildo Zegna, Etro, Falkensteiner Hotels, Fandango, F&P Group, Ferrari S.p.A., Filmmaster Events, Frankie Morello, Freedamedia, Futurebrand, Gas Jeans, Gessi, Giorgio Armani, Gi Group, Gruppo Alessandro Rosso, Gruppo Fonema, Hachette Rusconi, H-Art, Hearst Magazines Italia Spa, Heineken Italia, H-Film, Honda, H-57, HugoBoss, Ilva Saronno, Inditex, Interbrand, Itaca Comunicazione, Italdesign Giugiaro Spa, Ikea, Jimmy Choo, Kering Group, Key Adv, Lamborghini, Landor, La Sterpaia, La Triennale, Lavazza Group, Leagas Delaney, Leo Burnett, Les Copains, LIU-JO Spa, Live Nation, L'Oréal, Luxottica, LVMH, McLaren, M&C Saatchi, Magnolia, Maison Margiela, Max Mara Fashion Group, Maximilian Linz, McCann Eriksson, Mediaset, Milestone, Missoni, Moncler, Mondadori, Morellato, Moschino, Ms&L Italia, Nestlé, Nike, Ogilvy, Paul Smith, Pelikan, Piaggio, Piano B, Pinko, Piquadro, Poltrona Frau, Pomellato, Promotion Tag, Publicis Modem, RBA, Rcs, Redbull, Replay, Rmg Connect, Robilant Associati, Saatchi & Saatchi, Samsung, Sketchin Studio, Studio Patricia Urquiola, TBWA, Teikna Design, The Others, Tita, Tod's Group, Toyota, Ubisoft, Undercolors of Benetton, United-Grey, Univisual, Versace, Vivo Concerti, VF Corporation (Vans, The North Face, Timberland, Napapijiri, and more), We Are Social, Wella, Young & Rubicam.



IED Alumni

IED Alumni is a global, open and inclusive community, featuring more than **100,000 former IED students**, representing over 100 nationalities who graduated in Italy, Spain and Brazil in the fields of Design, Fashion, Visual Arts, Communication and Management, Art and Restoration.

Networking and creation of opportunities for the entire community are the main objectives of a programme centered on activities, events, exclusive content and advantages, showcasing the work and companies created by alumni, to support the entire network. The programme is definitely a benchmark for companies, alumni and students thanks to the dedicated iedalumni.com area.

Within the platform, alumni can get in touch with **companies**, find **partners** for their projects, become teachers or brand ambassadors, find inspiration from success stories, and realize unique projects thanks to the strength of the IED community.

Brands, agencies and companies, in return, have the opportunity to present job offers, collaborations and internships to IED talents all over the world.

#iedalumni



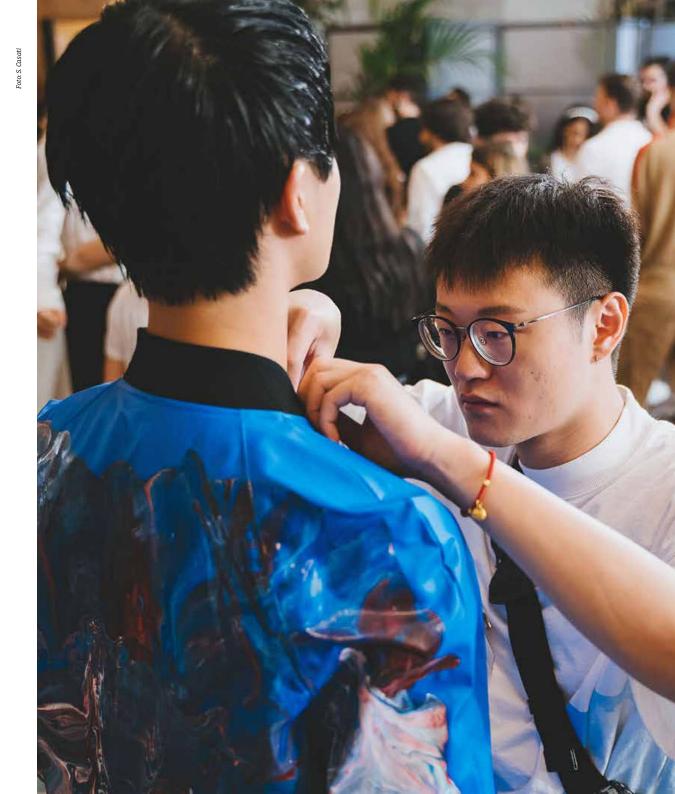
An International Network

IED is a 100% Italian excellence as well as an international network with campuses in Italy, Spain and Brazil.

It can also count on numerous academic institutions in Europe, Asia, United States and Canada, Latin American countries, Australia and New Zealand. IED is an accredited institution of **ERASMUS+** Programme, which contributes to the achievement of the Institute's strategic goals meant to implement its internationalization. Thanks to this Programme, students, teachers and staff have the opportunity to carry out short and long-term international mobility in partner institutions, in order to increase their academic and professional training.

IED is moreover member of prestigious international associations such as **CAE** (Culture Action Europe), **CUMULUS** (International Association of Universities and Colleges of Art, Design and Media), **ELIA** (The European League of the Institute of Arts) and **WDO** (World Design Organization). It also maintains regular realtionships with many academic associations, including **NAFSA** (Association of International Educators) and **EAIE** (European Association for International Education): a large group of institutions based in different parts of the world that completes and expands upon the possibility of taking part in international mobility experiences. Thanks to numerous bilateral agreements with prestigious foreign universities, it provides the chance for its students to take part in the Exchange Study Program and in the Erasmus+ Program and spend a semester abroad either at one partner institution or at another IED Campus.

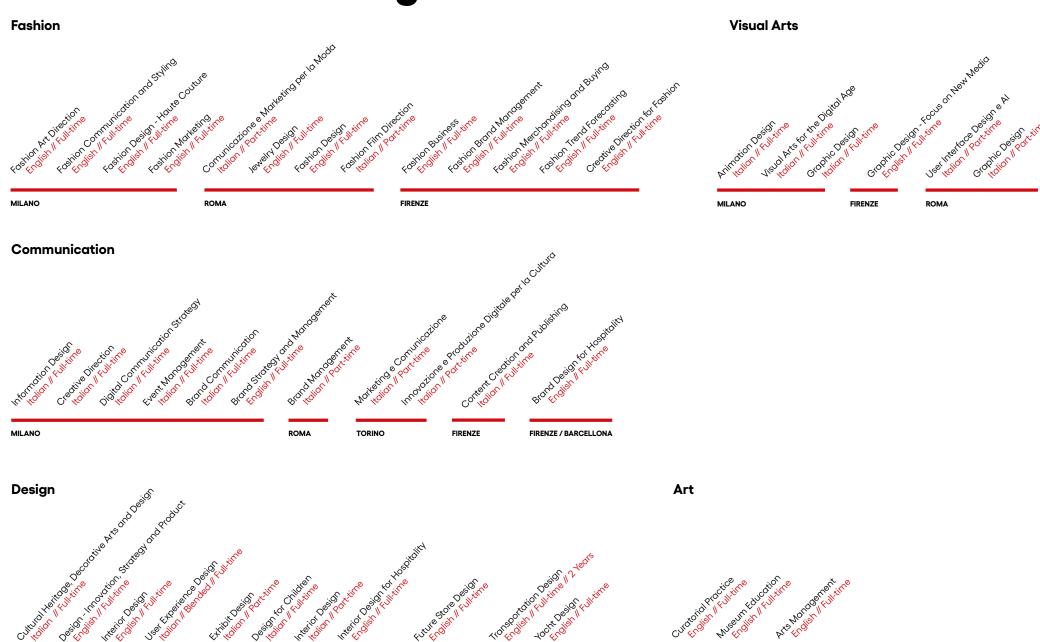
In addition, at the end of the course, they can spend a period of training abroad, throughout the participation in Erasmus+ mobility for traineeship.



IED Italia Master's Programs

ROMA

MILANO



FIRENZE

TORINO

FIRENZE

FIRENZE / ROMA

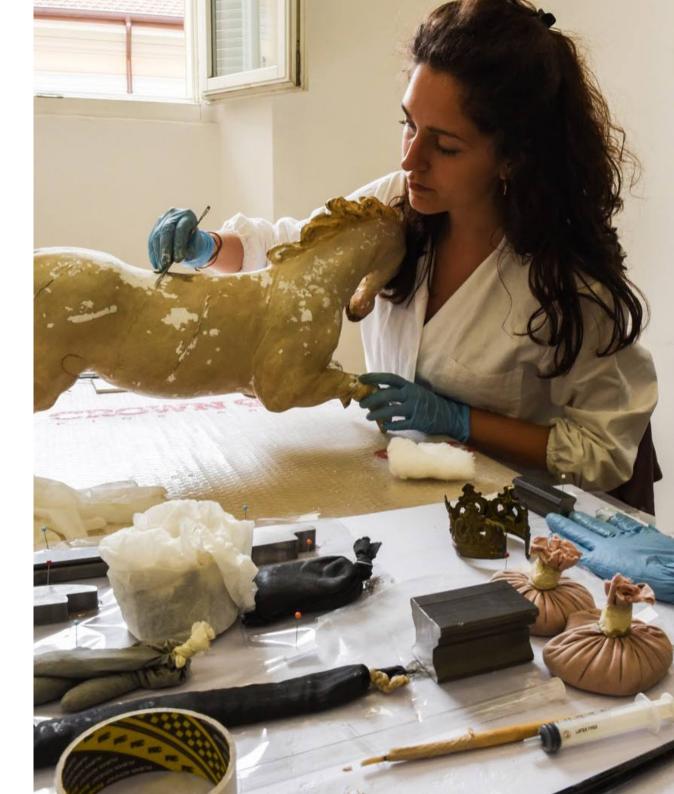
Accademia Aldo Galli

Accademia di Belle Arti Aldo Galli in Como is part of the IED network since 2010 and represents an excellence in the field of Higher Artistic Education at national and international level. Recognized by MUR, Accademia promotes the enhancement of the Made in Italy culture with a particular focus on innovation in Fashion, in the Visual Arts and in the Conservation of Cultural Heritage.

accademiagalli.com

Academic Master Master of Arts

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Practical Information



Orientation days and course presentation

During the year, several presentation days are scheduled, either on-site or online, in order to get to know the Institute's academic offer in detail, ask questions about the study paths and participate in workshops together with coordinators, staff, partners and Alumni.

Admission office

In each IED location, the Admission Advisors team offers steady assistance and support to students asking for more information on courses and school activities.

By contacting the Admission Office, anyone who is interested in learning more about the academic offer receives the best possible guidance in their choice and can get detailed information on courses' organisation, contents, goals and professional scenarios.

Selection and admission

IED Master's Programs have limited enrolments and require a selection process. Your Admission Advisor will support you all the way through the selection, admission and enrolment process to the course of your choice. If you have not communicated with any Admission Advisor yet, you can ask for information from the webpage of the course you are interested in.

You will receive an email with useful references and info about the selected course. To go ahead with the process, reply directly to that email. Your Admission Advisor will help you to check the necessary requirements to access the courses.

Entry requirements

The application can be sent by anyone who holds a First Level Academic Diploma, a BA Degree or other equivalent qualification (graduates of private schools at University level) or with an equivalent professional experience in the disciplinary area of the course. Grad students may also participate, provided that they get their degree by the date of discussion of the Master's Final Project.

Language requirements

To ensure course contents are fully understood, IED demands applicants a B2 level - Vantage or upper intermediate - Common European Framework of Reference for Languages - of the language in which the course is taught. In order to demonstrate the required language proficiency, non-native speakers have to submit a language certificate or undergo a language test run by IED.

Admission and enrolment procedure

After you meet your Admission Advisor for an informative interview and check the entry and language requirements, you will be able to access your reserved area on the admission platform by using the credentials provided by your Advisor, and upload the following documents:

- updated CV;
- portfolio if requested;
- a letter of motivation in the language of the course:
- pre-enrollment form, available in the personal area;
- a copy of the Bachelor's degree if available;
- transcripts of university exams;
- ID or passport;
- self-certification of residence:
- tax code.

Once you complete the upload of all the documents, you will be invited to a motivational interview aimed at deepening and evaluating the skills acquired during previous studies, the qualifications and marks obtained, any professional experience made, individual aptitudes and motivation to attend the course.

Enrolment

Once the selection step is done, you will receive the certificate of admission and the regulations to sign and upload in the personal area. At the same time, you can pay the balance of the registration fee, thus reserving a place in the classroom.

Financial aid

IED supports talents thanks to a policy of economic facilitations consisting in scholarships and a structured system of low-interest loans.

IED Firenze

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IED.EDU

+ 50 YEARS OF EXPERIENCE INTERNATIONAL EDUCATION NETWORK 11 LOCATIONS AROUND THE WORLD 10.000 STUDENTS A YEAR

+ 100 NATIONALITIES

+ 200 UNDERGRADUATE, MASTER, MASTER OF ARTS, SUMMER COURSES, SEMESTER AND CONTINUING EDUCATION PROGRAMS 2.000 FACULTY MEMBERS