



ESMT  
BERLIN

# MAKING THE CASE TO YOUR EMPLOYER

The benefits of a part-time program



# Why ESMT Part-time Programs

The ESMT Berlin MBA portfolio offers multiple programs to suit the schedules and career goals of busy professionals. Whether you are mid-level, senior-level, or striving to move up to the C-level, there is a program designed to complement your career change or progression. Working from a foundation of analytics, innovation and leadership, all ESMT MBA programs are designed to provide you with practical skills that you can use immediately to innovate and lead in today's global market. The Global Online MBA, Part-time MBA, and the Executive MBA all give you access to a world-class business education and global alumni network.

Getting support from your employer for your participation in the ESMT Berlin Executive MBA, Part-time MBA, and Global Online MBA is encouraged and can provide immediate and significant benefits for you, your career and your employer.

## Global Online MBA

## Part-time MBA

## Executive MBA

### Who should join?

You want a flexible MBA that fits your busy schedule. Join the program with virtual collaboration at its heart, the Global Online MBA.

You are either a dynamic and ambitious professional who wants to bring fresh thinking to your organization, or an entrepreneur focused on taking your business to the next level.

You are an experienced leader seeking to increase your personal impact in senior executive roles, whether in a corporate setting or a company you founded.

### Program summary

A general management MBA with global options for **working professionals who want to make better business decisions**. You will develop sharp analytical skills and an innovative setting. The program is in mind allowing you to participate online from any location across the globe.

An MBA designed for **professionals who self-identify as change agents in their organization** and **innovative behaviors** at work. You will learn the skills to innovate your organization and to become a more effective leader of change. The blended format brings together the best of both teaching worlds - online and offline.

An immersive **leadership program emphasizing personal effectiveness at senior managerial levels**. In addition to innovation and leadership, the EMBA provides the skills environment. An **individual coaching and mentoring** program develops your personal, team and project leadership skills, ensuring maximum impact.

### What you will study

General management with focus on decision-making  
+ analytics, innovation, leadership

General management with focus on business innovation and leadership.

An individual leadership development itinerary  
+ general management, innovation

### How you will study

All sessions are online through ESMT's learning platform (some sessions live)  
+ two optional in-person residencies (Berlin, global)

75% online on ESMT's learning platform and 12 residencies, each lasting 2.5 days (Thursday lunchtime to Saturday evening)

100% in-person over 10 modules (each lasting 6 days)



# KEY FACTS

## Global Online MBA

**Duration:** 24-60 months (flexible)

**Study method:** 100% Online

**Location:** Online

**Start date:** May and September

**Tuition:** €28,000

**Focus:** General management combined with technology, innovation, and global electives



## Part-time MBA

**Duration:** 24 months, part-time

**Study method:** 14 in person residencies plus online

**Location:** Berlin

**Start date:** September

**Tuition:** €39,500

**Focus:** Business innovation, leadership and general management



## Executive MBA

**Duration:** 18 months

**Study method:** 100% in-person over 10 modules (lasting 6 days on average)

**Location:** 6 modules in Berlin + 4 international modules

**Start date:** October

**Tuition fee:** €64,800

**Focus:** Leadership, innovation, general management, and an individual leadership development itinerary





A photograph of a woman with long brown hair, smiling and looking upwards and to the left. She is wearing a dark top and a small hoop earring. In the background, other people are seated at a table, blurred. A white rectangular box with dark blue text is overlaid on the top left of the image. A dark blue diagonal shape is in the bottom right corner.

# **MAKING THE CASE TO YOUR EMPLOYER**

## **Three considerations when approaching your employer:**

- If possible, gain in-principle support from your manager in line with your strategic career goals within the company.
- A business case may be required as part of the request, or you may choose to submit one to demonstrate the seriousness of your proposal.
- Is there a procedure for requesting funding? Consult with your HR department or manager.

## **Three points to ask your employer to consider:**

- Being flexible with your time to allow you to study.
- Permission to apply your learning to real world business situations at the company.
- Financial help to pay your tuition and other expenses.

## **Make sure to:**

- Present a plan to your employer outlining your personal development at the company over the next 5 years, using the skills and knowledge gained on the program.
- Within the plan, outline what specific topics or problems you aim to address within the in-program reports.
- Build the idea into existing employee development programs.
- Make sure to have researched whether the tuition fee is tax deductible for the company.



# BENEFITS FOR YOUR EMPLOYER

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Studying at ESMT Berlin provides a number of benefits for your employer including:

- Employee personal growth potential to assist sustainable company growth
- Fresh input and new ideas
- Top talent retention
- Cross-cultural competencies via international collaboration
- Exposure to best practices at some of the world's most successful companies



# EXECUTIVE MBA

Find out more



In consultation with companies and with ESMT faculty, EMBA participants develop a project that addresses a business or management issue of broader relevance. The project draws on empirical fieldwork and academic theories to develop real and immediate value for your organization, even before graduation.

## LEADERSHIP FOR SENIOR MANAGERS

A cornerstone of the EMBA, the Leadership in Practice course runs throughout the program, and **focuses on fine-tuning the competencies that executives need when leading teams, people, projects, and organizations.**

You benefit from hours of individual coaching that would carry a significant standalone cost to your company. The program is designed to prepare you for senior and general management roles, it offers space to experiment, an individualized experience, and a greater focus on important interpersonal relationships. During the Leadership in Practice course you will experiment with multiple leadership styles, learn to adapt your leadership style based on context, gain greater focus on leadership than management, and focus on self-awareness. A dedicated faculty lead engages in individual, on demand, personal coaching sessions related to leadership and career topics.

- Executive and peer coaching opportunities are included.
- All leadership training takes place face to face, including four international modules for additional exposure.

You can use this opportunity to forge new networks in your organization, display your new skills to internal stakeholders, initiate change within your organization, gain personal visibility at broader and higher levels, and assume more responsibility for the development of the company.

The “in-company report” that takes place at the end of your studies is a great way to apply your learnings and improve the daily business operations of your current company.

### Previous cases included

- Evaluating make/buy strategies for radical innovations in a complex manufacturing industry
- Identifying barriers to and incentives for adopting energy efficient technologies in the European steel industry
- Attracting and retaining a highly skilled workforce in emerging markets
- Increasing market share with multi-channel marketing: an approach to design and review distribution channels



Deciding to do an EMBA at ESMT was one of the most formative steps in my professional career. The case study approach and discussions in class opened up new perspectives. The concepts I learned help strengthen me as a person in a leadership position. The biggest value for me is the close relationships with classmates. My class was diverse in every sense, which showed me life and business from perspectives I was not aware of. Having a group of highly experienced peers to call on is definitely a competitive advantage in my professional life and for my company.

### Dr. Rosa Peter

EMBA Alumna,  
Germany

Position after  
leaving ESMT:  
General Manager  
Process Technology,  
Hüttenwerke Krupp  
Mannesmann GmbH,  
Germany

# PART-TIME MBA

[Find out more](#)



ESMT's Part-time MBA has been specifically designed to bring success in a rapidly changing world. Whether you are part of a mature corporation needing to stimulate disruptive innovation, or a start-up looking to scale up, this program will help you achieve the next phase of your personal and professional development.

Blended learning combines the best of online and face-to-face. You benefit from the flexibility of interactive online learning AND learn from peers and world-class faculty during the in-person modules. Every single course in the program integrates face-to-face and online learning. The ESMT Berlin Part-time MBA in Business Innovation is an ideal way to continue working full-time while gaining the knowledge and competencies to support, not only your personal development, but also the growth and transformation of your company. With the part-time program you are making an impact from day one. This is an opportunity to study at Germany's top-ranked business school, and apply your learnings to your day to day business, your management will see that your perspectives are shifting and changing, and that you are increasing your contribution to the business.

Requiring only 28 days out of the office over two years, the part-time MBA delivers its benefits with minimal disruption. If you work for a German employer you can take advantage of a program called Bildungsurlaub, paid educational leave, and the Part-time MBA is perfectly suited to fit within the program. It means you're not eating into your personal annual leave, and your employer does not have to live without you in the office for too long.

The Part-time MBA final project report is an ideal way to apply your learning to a business situation experienced by your company. You can leverage the knowledge and skills of your classmates and faculty to help conduct a report focusing on business innovation and transformation, and solve an issue faced by your company. You can put your skills to the test and demonstrate your learning from the course, and you get to solve a problem your employer is facing, a win for all parties.



The ESMT Berlin Part-time MBA program is specifically designed for individuals like me who want to maintain work-life balance while investing in self-development. I want to enhance my career and gain knowledge in management and entrepreneurship. As a mother, founder of a coffee startup – FreshBean – and software developer, my days are full! Time management, discipline, solving problems one at a time and a good cup of coffee are my keys to success.

**Anastasiia Miroshnichenko**

Part-Time MBA Alumna

Technical Project Manager / Client  
Relationship Manager at Hololux





The ESMT Berlin Global Online MBA is designed to teach you everything a modern decision-maker needs to be a successful leader. Combining general management with technology, innovation, and global experience electives, the program offers you a great deal of flexibility.

- Complete the program in as few as two years, or take up to five. It's up to you.
- Take the modules consecutively, or take breaks. You decide.
- Work full-time while gaining the knowledge and competencies to support your personal development, and the growth and transformation of your company.
- Apply what you have learned from day one. See yourself grow.
- Customize the program to your specific needs by taking advantage of optional add-ons such as personalized career coaching, the Berlin Experience Week, or the Global Experience Week. The choice is yours.

The Global Online MBA final project report is an ideal way to apply your learning to a business situation experienced by your company. You can leverage the knowledge and skills of your classmates and faculty to help conduct a report focusing on business innovation and transformation.

The Global Online MBA is taught through the online Learning Hub and Engageli, a start-of-the-art learning platform. These award winning teaching platforms allow for effective networking in an online environment.

The program has a unique and innovative curriculum structure that groups together courses to give you complementary – but distinct – perspectives on key business issues. For example, the three courses in Module 1 will help you make wiser decisions under uncertainty. You will learn how to apply quantitative techniques to decision making, how to address organizational issues that can prevent effective decision making, and how to evaluate the leadership implications of managerial decision making.



I chose the ESMT Global Online MBA because of the strong reputation of the school and the truly global nature of the program. The opportunity to learn and participate with like-minded classmates from across the world is an incredibly enriching experience.

Being able to share and learn from others with such amazingly diverse backgrounds has been rewarding and I am excited to continue the journey.

**Patrick Gall (Canada)**

GOMBA Student,  
Research Network Facilitator at  
University of British Columbia

# ADDED VALUE FOR YOUR MONEY

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Through the ESMT Career Development Center, a relationship between ESMT Berlin and your company may already exist. Not only can your company expect to immediately reap the benefits of your newly acquired skills, but you may also be able to recruit additional new talent to your company from the ESMT student and alumni community.

ESMT Berlin also offers full-time business degree programs designed to transform your career at any level, for recent graduates to senior executives. Students on the Full-time MBA and pre-experience master programs may participate in a consulting project or internship, allowing you and your company to benefit from students in a real-world environment. For more information on hiring students through the internship and consulting project scheme, contact ESMT Career Development Center at [cdc@esmt.org](mailto:cdc@esmt.org).

ESMT collaborates with recruiters and companies interested in finding new talent. CDC's Corporate Partnerships include collaborations designed to help companies and students establish direct contact. Our positive relationships with companies facilitate connections with students from both full-time and part-time ESMT programs.

## **Additional advice and help**

The ESMT admissions team offers you in person support as you approach the initial conversation with your employer, providing example business cases and one-to-one consultations. If you or your company would like further information on taking part in an ESMT Berlin degree program or building long-term cooperation with ESMT Berlin, contact us at [admissions@esmt.org](mailto:admissions@esmt.org)





# LOOKING FOR ALTERNATIVE PROGRAM OPTIONS?

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ESMT offers a full range of degrees and executive education programs.

## EXECUTIVE TRANSITION PROGRAM

**Duration:** 3 modules of 5 to 8 days

**Study Method:** Blended, 3 on-site modules plus live and self-paced online sessions

**Location:** Module 1 in Stockholm, Module 2 and 3 in Berlin/Brandenburg

**Start date:** Module 1 starts in November

**Tuition:** €28,500

**Focus:** The program prepares experienced senior managers and functional-level executives for the transition to an increased level of general management responsibility.

[Find out more](#)



## FULL-TIME MBA

**Duration:** 15 months; full-time

**Study method:** face-to-face

**Location:** Berlin

**Start date:** January

**Tuition:** €49,500

**Focus:** General management plus specializations in Managerial analytics, or Innovation and entrepreneurship

[Find out more](#)



## MASTER IN GLOBAL MANAGEMENT

**Duration:** 24 months; full-time

**Study method:** 100% face-to-face

**Location:** Berlin + required global internship and social impact projects and optional exchange or double degree

**Start date:** September

**Tuition:** €34,000

**Focus:** Managing global corporations in a changing world.

[Find out more](#)



## MASTER IN INNOVATION AND ENTREPRENEURSHIP

**Duration:** 24 months; full-time

**Study Method:** 100% face-to-face

**Location:** Berlin + required global internship and social impact projects and optional exchange or double degree

**Start date:** September

**Tuition:** €34,000

**Focus:** Foster positive change through networking with intrapreneurial leaders and corporate venturers

[Find out more](#)



## MASTER IN ANALYTICS AND ARTIFICIAL INTELLIGENCE

**Duration:** 24 months; full-time

**Study method:** 100% face-to-face

**Location:** Berlin + required global internship and social impact projects and optional exchange or double degree

**Start date:** September

**Tuition:** €34,000

**Focus:** Leading business transformation through the use of state-of-the-art data and automation

[Find out more](#)





Join us:



ESMT  
BERLIN

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