

# MASTER'S PROGRAMS

GLOBAL MANAGEMENT INNOVATION AND ENTREPRENEURSHIP

ANALYTICS AND
ARTIFICIAL INTELLIGENCE

# **Welcome to ESMT!**

From the heart of Europe, we create and impart new knowledge to advance business and society. We develop entrepreneurial leaders who think globally and act responsibly.

Students from















ESMT Berlin is a strong community, where everyone feels comfortable and safe in developing and sharing ideas, embracing each other as innovative leaders, and supporting each other in critical moments of growth – and all of this grounded in a sense of purpose, curiosity, and belonging.

**Anna Wannhoff**, ESMT alumna, Germany



From day one, ESMT told us about the importance of networking. Starting with the orientation week, the school arranged and created lots of opportunities to help us get to know our classmates and alumni. This kind of subtle networking is important in helping students to create unlimited possibilities for career development.

**Chaoyue Shen**, ESMT alumnus, China





# A world-leading business school in the heart of Berlin

ESMT Berlin is among the top 1% of business schools across the world to hold the "triple crown" of accreditations from AACSB, AMBA and EQUIS. ESMT is committed to diversity, equity, and inclusion across all activities and communities.

# Rankings

Here are some important rankings we think you should know about. For more detailed information, please visit our website.



## **Business schools**

**Bloomberg** 

#12 in Europe overall and #1 in Germany. #4 in Europe for Entrepreneurship in the Bloomberg European B-Schools Ranking 2022-23.



#14 globally and top institution in Germany in the Corporate Knights Better World MBA ranking.

# Master's in Global Management



#19 globally in the Financial Times Global Masters in Management Ranking 2024.

# Why study in Berlin?



#### **Diversity**

Germany's capital is home to a vibrant cultural scene and diverse international community.



#### **Startup capital**

Berlin is one of Europe's top startup capitals, with more than 30 unicorns based here.



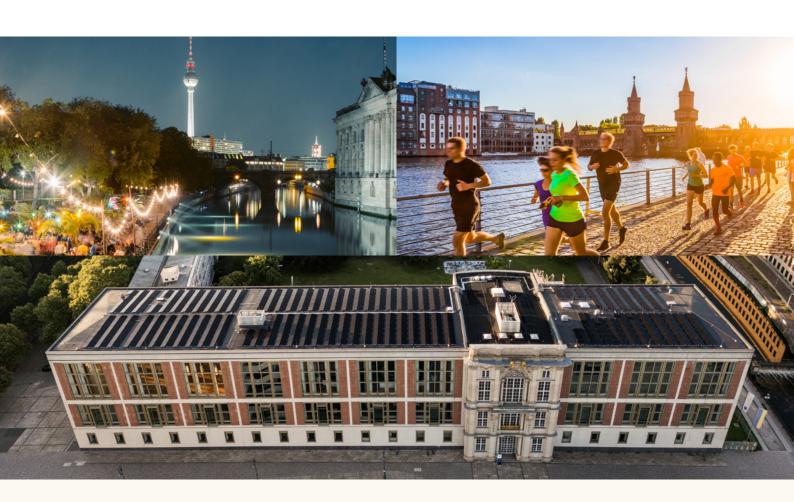
#### **Future-oriented**

Within Germany, Berlin is home to the most companies focused on future markets.



#### **Student-friendly**

One of the <u>world's top student cities</u>, Berlin is also an influential cultural capital famed for its history, music, art, and nightlife.



**Accreditation:** 







**Member:** 



# Master's programs designed with you in mind

## Year 1

#### LEARN THE CORE

Mandatory courses that build the foundation of your Master program.

#### **PRACTICE**

Complete a mandatory internship (3-6 months) or the Summer Entrepreneurship Program (for Master in Innovation and Entrepreneurship students only).

#### **Skills** development

Career development

# Year 2

#### **CUSTOMIZE YOUR PROGRAM**

Continue your individual study plan through:

- 35+ electives\* including core courses from the other 2 master programs,
- 15+ international exchange options
- a finance certificate
- Master-specific practice projects

### **MASTER THESIS**

## **GRADUATION**

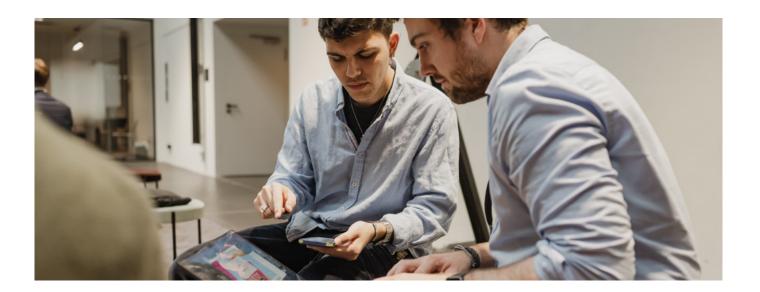
#### READY TO MAKE AN IMPACT AND LAND YOUR DREAM JOB

91% of our graduates receive a job offer within 3 months from graduation. Other post graduation options include the Responsible Leaders Fellowship, alumni initiatives and pursuing PhD programs.



# Pick the skills for your professional future

Choose from a list of **15+ Skills seminars** throughout the entire length of the program to complement your toolbox and prepare you for the day-to-day challenges you will face in future roles.



# Your career development path

Never lose sight of your career goals. From the very beginning of your masters we work with you to start laying the foundation of your career. **Career bootcamp, fairs and workshops** will help prepare you for the future job market, while consultations with our **career counselors** can **help you pick out the right electives or internship options** to develop your skills and strengthen your profile.



# Class profile

Young professionals

Average age

**Unique** nationalities

150 #

23

39 📙





**Female** 40% Male 60%

#### **International**



#### **Regions represented**



**Europe** 54%



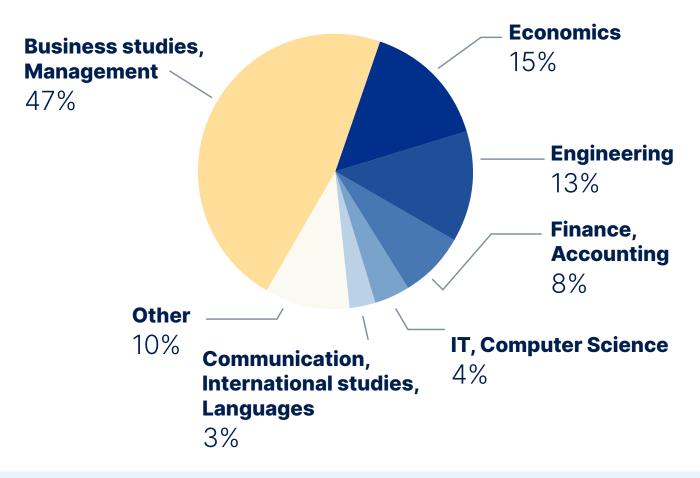
Asia/ **Pacific** 34%



**Middle East/ Africa** 3%



#### **Previous studies**



# The MSc Community

**Students currently enrolled** 

298

Unique nationalities

59

Gender split (F/M)

44/56%

**International** 

78%



# Which master's is right for you?

## You:

# Master in Global Management



- have **shown initiative** during your bachelor studies or in your personal life
- are curious about other cultures and embrace diversity as a strength
- are a true team player and prepared to become an agent of positive change
- want to learn how to manage and lead in an interconnected, global economy
- are interested in launching an international career that creates impact globally

# **Master in Innovation and Entrepreneurship**



- are an outside-the-box thinker and ready to challenge dominant thinking
- want to develop a startup idea and build a strong network
- are a **technologist** who wants to learn how to turn new tools and tech into viable businesses
- want to learn how to assess, analyze, and take calculated risks
- have a creative mindset, geared towards change and exploration

# Master in Analytics and Artificial Intelligence



- are innately interested in understanding how things work and can be predicted
- think numbers should always be part of any decision making process
- have an intuitive understanding of how deeply technology permeates all aspects of modern life
- quickly grasp and adapt to new trends in business analytics
- are curious to master the complex flows of data, shaping them to create value for business and society

## Become a/an:

# What companies need:

- Global Manager
- General Operations Manager
- Project Manager
- Marketing & Sales Manager
- Management Consultant
- Financial Analyst
- Business Development Manager (among others)

National economies have entered an era of re-globalization. Businesses are therefore seeking leaders and managers with mindsets and skills that can balance local needs and differences with global opportunities, and consequently select sustainable strategies that allow them to make a positive impact through their business activities.

- Startup Entrepreneur
- Corporate Innovator
- Venture Capitalist
- Innovation Consultant
- Business Development Manager
- Customer Experience Manager (among others)

In a fast-changing world, the abilities to spot trends, formulate new business ideas and drive innovation are invaluable skills, whether you are heading for a startup or an established market-leader.

# **Analytics Leader**, striking the balance between Data Scientists and Managers.

- Business/Analytics Translator
- Market Research Analyst
- Business Intelligence Analyst
- Management Consultant
- Financial Analyst
- Data Scientist
- Customer Relationship Manager
- Social Media Manager (among others)

Powered by the increasing data volume, algorithmic complexity, and computer power, there's a strong demand across industries for managers who can leverage analytical and Al tools in order to build and deliver business and societal value.

# Meet the faculty leads!

Guillermo Baquero,
Professor of Finance,
Faculty Lead
of the Master
in Global Management



#### **Profile**

Guillermo Baquero is professor of management practice and has been the faculty lead for the MGM since 2014. He received his PhD in Finance from the Erasmus University in 2006, and holds an MBA from the Université Catholique de Louvain and an MS in Economics from the Katholieke Universiteit Leuven. He received his BS in Mechanical Engineering in 1994 from Escuela Politécnica del Ejército-in Quito, Ecuador.

#### Research

Guillermo's research has focused on the persistence of hedge funds and mutual funds, the behavior of hedge fund investors, behavioral finance and experimental economics. More specifically, he concerns himself with two issues: the strategic interaction between investors and fund managers under asymmetric incentive schemes; and the effect of divergent time preferences between investing and divesting.

Faculty profile



Angeliki Papachroni, Lecturer, Faculty Lead of the Master in Innovation and Entrepreneurship



#### **Profile**

Angeliki Papachroni is a Lecturer in Strategy & Innovation & the Faculty Lead of the Master in Innovation & Entrepreneurship since 2022. Angeliki holds a PhD in Strategy, in addition to a MSc in Marketing and Strategy from Warwick Business School (UK).

#### Research

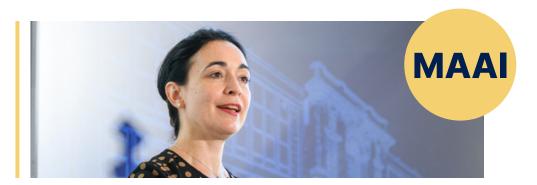
Her research is focused on the intersections of Strategy and Innovation (organizational ambidexterity, strategic agility, tensions of innovation).

Following an applied approach to theory, Angeliki is actively involved in teaching across levels (MBA, DBA, MSc, Executive level) in the areas of strategic management, entrepreneurship and innovation.

Faculty profile



Catalina Stefanescu-Cuntze, Professor of Management Science, Faculty Lead of the Master in Analytics and Artificial Intelligence



#### **Profile**

Catalina is Professor of Management Science. After starting her academic career at London Business School, she joined ESMT Berlin in 2009 and went on to serve as director of research between 2010-2012 and as dean of faculty between 2012-2019. Catalina received her PhD and MS in Operations Research from Cornell University, and her BS in Mathematics from the University of Bucharest.

#### Research

Catalina's research focuses on the design, development, and application of analytical and artificial intelligence models and methods for managerial decision making. Her expertise focus areas include customer analytics, corporate and consumer credit risk, and sustainability modeling. She brings this expertise into her advisory work and her teaching on analytics, artificial intelligence, and operations management in all degree programs and at executive level.

Faculty profile



# **Our faculty**

One of the key research elements of the school is the **connection of the business perspective** with an overall economic perspective. Research conducted at ESMT aims at having a significant impact at the highest academic levels, generating new knowledge, and boosting sustainable growth.

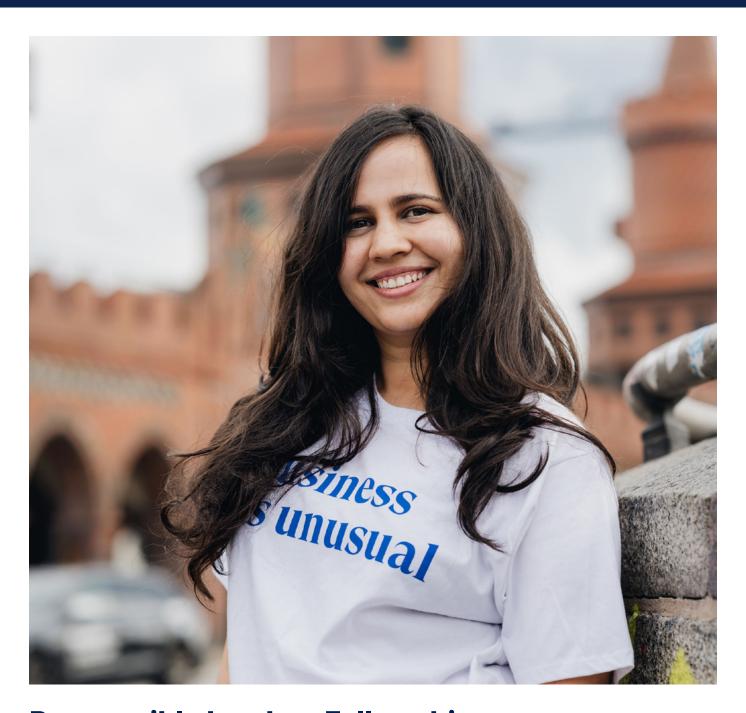
some research topics of our faculty include:

- Strategy & Innovation
- Decision Sciences
- Incentive Management
- Credit Risk
- Customer Analytics
- Human-Al Collaboration
- Sustainable Operation
- Machine Learning
- Business Ethics
- Technology And Innovation Management
- Asset Management
- Behavioral Finance, Corporate Finance

46
Faculty members
from 19 different countries



# **Beyond the class**



# **Responsible Leaders Fellowship**

After graduation, take the opportunity to apply your new skills and experiences to tackle social challenges in economically developing countries. The Responsible Leaders Fellowship is not only an opportunity to make a positive impact, but also a chance to get hands-on experience applying the management principles you have learned in an international project of up to 6 months.

## Finance Certificate (MGM and MAAI only)

If you aspire to lead in the world of finance, there are options to deepen your knowledge and bolster your practical investment experience. For example, choose finance and investment-focused electives to earn an ESMT Certificate in Finance in addition to your master degree.

**Find out more** 





# **Exchange opportunities**

ESMT has partnered with business schools worldwide to offer students an enhanced global study experience. Dedicated staff support incoming as well as outgoing students. In addition, Social Impact Projects, Internships and other specializing programs give you the opportunity experience academic and professional environments around the world.

**Find out more** 



# **Internships**

In coordination with ESMT, you will complete an internship of up to six months with a company and industry that meets your career goals.

Past examples of internships include:

#### MGM:

- Finance at Mercedes-Benz Mobility
- Program Manager at Amazon
- Brand Consultant at Zalando

#### MIE:

- Business Development Representative at Hive
- Marketing Rock at Universal Music
- CVC at Allianz Innovation Lab

#### MAAI:

- Data Science at Bloomberg
- Business Intelligence with focus on Pricing at TeamViewer
- · Innovation, Data and Analytics in Purchasing at Siemens
- Sales Operations at Xiaomi



# **MGM**

This is a masters in management but with a truly global scale. Learn how businesses shape the global economy and how managers and strategy consultants can make a positive impact. As you learn, benefit from opportunities to take your learning abroad through exchanges, internships and other projects.

## **Global Immersion**

Practical and cross-cultural experiences are at the heart of the MGM, with many opportunities to broaden your horizons, apply new skills in real-world environments and prepare for international job markets. **Bolster your language skills** by learning German, French, Spanish or Chinese; **take advantage of internship opportunities** built into the program; and take an **academic term abroad** at a top-ranked international business school partner.

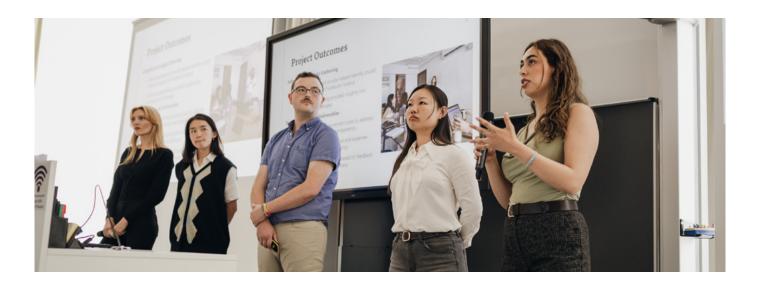
**Find out more** 



# **The Social Impact Project**

The five-week Social Impact Project gives ESMT Berlin master students the chance to provide economic or management consulting to an organization with a social mission. You will gain valuable experience in a real-world setting while helping to promote positive social change. Examples of past participants' social impact projects include work for NGOs in Cambodia, Nepal, Uganda and Venezuela.





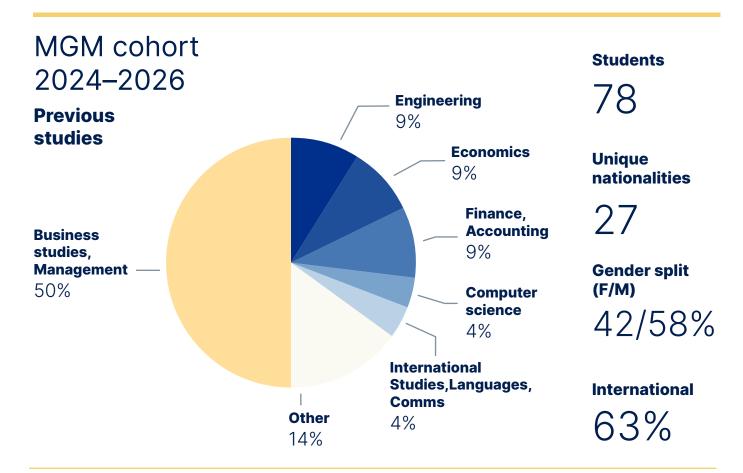
# **Global Impact Program**

#### In collaboration with University of Virginia - McIntire School of Commerce)

Build global connections and create impact on this **exclusive exchange program** with the University of Virginia (UVA) as part of your ESMT Berlin Master in Global Management. The Global Impact Program (GIP) curriculum **prepares you for the challenges of managing a global organization and navigating pressing issues around sustainability and social impact. The program includes courses such as "Global Challenges, Sustainable Solutions", "Corporate Governance", "Global Financial Markets", and "Business Ethics".** 







# MGM Curriculum (120 Total ECTS)



- Business Economics
- Financial Accounting
- Financial Management & Corporate Finance
- Foundations of Strategic Manangement
- Judgment Decision-making
- Statistics
- · The State of the World

- Agile Leadership
- Global Corporate Strategy
- Managing Organizations in a Global Context
- Marketing Management
- Operations & Global Supply Chain Management
- The Global Economy



In coordination with ESMT, you will complete an internship of up to six months with a company and industry that meets your career goals.\*

## Skills seminar options

- Business Presentations
- Fluency: Professional English
- The Do's and Don'ts of meeting effectively
- Coding (mandatory for MAAI)
- Process Mining
- The Psychology of Conflict Resolution
- Cross Cultural Management
- Effective Virtual Collaboration
- SCRUM

# Career development Career Bootcamp Skills workshops Career Fair Company visits Career Advisor sessions

Term 4

Term 5

Term 6 (Thesis)



Post-grad

Finance Certificate (optional)

Study abroad (option 1)

Study abroad (option 2)

**RLF** Responsible Leaders **Fellowship** (optional)

**Global Impact Program** (optional)

**Social Impact Project** 

October-December

January-May

May-July

#### **Electives**

- MARGA Strategy Simulation
- Doing Business Sustainably
- Data Science for Analytics
- Modeling and AI for Sustainability
- The Data Scientist: Modern Tools
- Survey Design
- Innovating with AI: Large Language Models in Business
- **Entrepreneurial Sales and Marketing**
- International Finance
- Investments: Portfolio Theory and Asset Pricing I
- Investments: Portfolio Theory and Asset Pricing II
- Ambidextrous Leadership

- Negotiation
- Open and Distributed Models of Innovation
- Analytics and AI for Healthcare Management
- **Advanced Optimization Models**
- **Analytics Leadership**
- Al Models in Production
- Social Entrepreneurship
- **Advanced Investment Strategies**
- **Alternative Investments**
- Risk Modeling
- Valuation

#### + MIE and MAAI core courses

## Master thesis



- **Analytics Project Management**
- **Building Professional Networks**
- Consulting
- Designing for Social Inclusion
- Human Rights in Business
- Innovation Project Management
- Storytelling

- Applied Improvisation and Creativity
- Cyber Security
- **Impact Consulting**
- **LEGO Serious Play**

Introduction to Research Method + Research Strategies Week

Job search strategy building



**Personal Branding workshop** 



**Career Fair** 

**Company visits** 

\*Please note that while ESMT has agreements with internship providers to offer internships, you are still required to apply and pass the target company's selection procedures. You may also source your own internship opportunities.



# Master's in Innovation and Entrepreneurship

Learn how to build and scale a new business and disrupt established industries with innovative ideas, or acquire the skills to implement new ideas or technologies in to an existing global business in the Master in Innovation & Entrepreneurship from ESMT.

## **Dedicated tracks for Corporate Innovation and Entrepreneurship**

This program offers you full flexibility and support to apply and develop your skills to innovation projects while testing your ideas and carve the path that best suits you. In term 3, after the Sustainable Ideation Bootcamp, you will decide whether to pursue the Corporate Innovation track or the Entrepreneurship track.

- If you take the Corporate Innovation track you will take an internship during summer, at a company of your choice, and then decide whether to dive into deep-tech innovation or experience consulting with the Corporate Innovation project. In term 5 you also have the option of studying abroad, or doing a Social Impact Project.
- In case you choose the Entrepreneurship track, you will enter the Vali venture funnel, by taking on the Summer Entrepreneurship Program, where you will develop and validate your early stage idea (possibly, the one you explored with the Sustainability Bootcamp), and if successful, you will continue into the NEXT acceleration program, where you will have the support to expand it and bring it to the market.

# Vali Berlin - ESMT's entrepreneurship hub

Vali Berlin is the innovation engine of ESMT Berlin, igniting the spirit of entrepreneurship and driving responsible value creation. Our initiatives in four core areas seek to support founders and joiners, empower entrepreneurial leaders, create a vibrant entrepreneurial culture, and connect stakeholders. Our mission is to be a driving force for positive, sustainable impact in the world.



Find out more



For more information and success stories you can take a look at our latest Venture Report.



200+



190,000,000+



1,500+

Ventures created by students and alumni Capital raised in euros

Jobs created

# **Practice projects**

## **Deep Tech Innovation Program**



## **Corporate Innovation Project**



Work side-by-side a Deep-tech startup through its journey of bringing science-based technologies to the market, while learning from mentors and investors.

Work on an innovative consulting project or develop venture ideas alongside a corporate partner. With the CIP you get to experience the full cycle of corporate innovation!

**Find out more** 



**Find out more** 



## **Social Impact Project**



## **NEXT Acceleration Program**



In this five-week project you'll provide economic or management consulting to an organization with a social mission. Gain valuable experience in a real-world setting anywhere in the world.

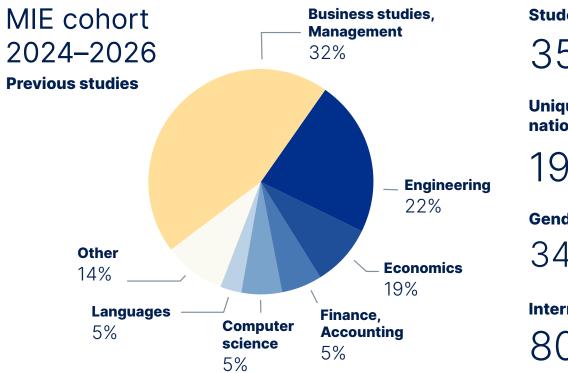
**Find out more** 



A five-month acceleration program designed for tech B2B ventures with an MVP and first market validation that strive to scale and reach product-market fit.

**Find out more** 





**Students** 

35

**Unique** nationalities

Gender split (F/M)

34/66%

**International** 



- effectively
- Coding (mandatory for MAAI)
- Cross Cultural Management
- **Effective Virtual Collaboration**
- **SCRUM**

## **Career development** (Internship search and application Internship **Career Bootcamp** check-in **Skills workshops Career Fair Company visits Career Advisor sessions**

Term 4

Term 5

Term 6 (Thesis)



Post-grad

**NEXT Acceleration Program** 

**Corporate Innovation Project** 

**Social Impact Project** 

Study abroad

**Deep Tech Innovation Program** 

Finance Certificate (optional)

Foreign language courses (optional): German, French, Spanish, Chinese

**RLF** Responsible Leaders **Fellowship** (optional)

#### October-December

#### January-May

#### May-July

#### **Electives**

- MARGA Strategy Simulation
- **Doing Business Sustainably**
- Data Science for Analytics
- Modeling and AI for Sustainability
- The Data Scientist: Modern Tools
- Survey Design
- Innovating with AI: Large Language Models in Business
- Entrepreneurial Sales and Marketing
- International Finance
- Investments: Portfolio Theory and Asset Pricing I
- Investments: Portfolio Theory and Asset Pricing II
- Ambidextrous Leadership

- Negotiation
- Open and Distributed Models of Innovation
- Analytics and Al for Healthcare Management
- **Advanced Optimization Models**
- **Analytics Leadership**
- Al Models in Production
- Social Entrepreneurship
- Advanced Investment Strategies
- Alternative Investments
- Risk Modeling
- Valuation
- + MGM and MAAI core courses

#### Master thesis



- **Analytics Project Management**
- **Building Professional Networks**
- Consulting
- Designing for Social Inclusion
- **Human Rights in Business**
- Innovation Project Management
- Storytelling

- Applied Improvisation and Creativity
- Cyber Security
- Impact Consulting
- **LEGO Serious Play**

Introduction to **Research Method** + Research **Strategies Week** 

\*Please note that while

ESMT has agreements with internship providers to offer internships, you are still required to apply and pass the target company's selection procedures. You may also source your own internship opportunities.

Job search strategy building



**Personal Branding workshop** 



**Career Fair** 

#### **Company visits**



# Master's in Analytics and Artificial Intelligence

Become part of the next generation of data-driven leaders, combining knowledge in data analytics and management with the latest insights on Al.

# **Analytics and Technology for Management**

Increasingly large amounts of data are everywhere around us, leading to a sharp awareness of the immense potential of analytics and AI in a wide range of application fields. However, often analytics teams do not talk the language of business, and the business struggles to identify specific use cases where data can bring value. That's where human talent is needed. There's a scarcity of skilled professionals at the interface of management and analytics who can identify the added value and seamlessly integrate analytics into business processes. This is the gap that the MAAI bridges.

Examples of courses:

#### ORGANIZATIONAL ANALYTICS: DATA, MODELS, AND PEOPLE

Faculty: Eric Quintane

This course will comprehensively explore how analytical and artificial intelligence techniques can be applied within organizational contexts. Sessions will progress from individual-level analysis, using predictive analytics to explore organizational outcomes such as employee burnout or creativity, to more advanced techniques like natural language processing for understanding cultural values through unstructured textual data.

#### **ADVANCED DECISION ANALYSIS**

Faculty: Hüseyin Gürkan

Successful management requires the ability to recognize a decision situation, understand its essential features, and make a choice. However, many of these situations may be too difficult to grasp intuitively, and the stakes may be too high to learn by experience. In these cases, we may benefit from using decision models - simplified representations of these situations that allow you to consider the different possible scenarios (i.e., ask "what if") and learn more about the problem. This course introduces advanced tools based on decision trees and provides an introduction to the art of modelling.

#### **INNOVATING WITH AI: LARGE LANGUAGE MODELS IN BUSINESS (elective)**

This course is designed to equip students with a comprehensive understanding of state-of-the-art programming languages, data storage, and processing technologies, and frameworks crucial for integrating machine learning models into business operations. Additionally, participants will gain insights into code management tools and harness the power of large language models as coding assistants.

# **Analytics Consulting Project and Research Track**

You will work in a team guided by a professional coach to tackle a real-world analytical challenge in collaboration with one of ESMT's industry partners. Depending on the context, you will collect relevant data, analyze and model various scenarios, and interpret the resulting insights in order to develop analytical solutions to a specific practical problem. Throughout the project, you will work closely with the industry partner, leveraging their domain expertise and aligning with their objectives.

#### Examples:

- Cost-Benefit Analysis of Battery Energy Storage Systems (BESS)
- Product Management and Pricing Optimization
- Evaluating User Experience and Adoption Drivers
- Market segmentation strategy

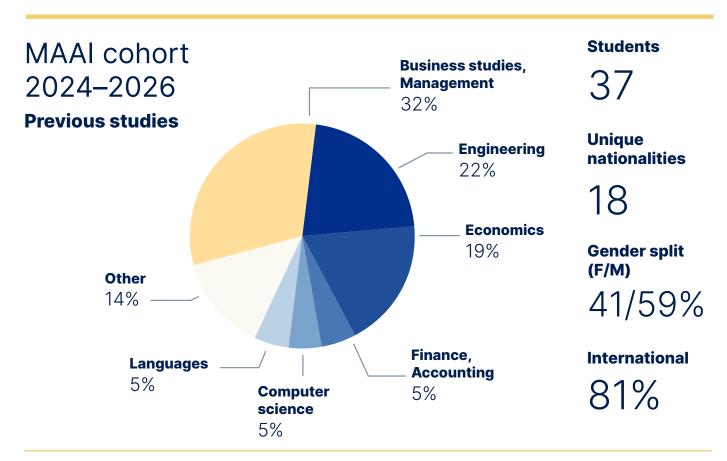




As an alternative to working in teams with a company on a consulting project, students can also **work individually on a research project with an ESMT faculty member**. This will involve mostly empirical work, often with large data sets and extensive coding, in order to answer a research question of practical interest.

# **Pre-program (online)**

About one month prior to starting the MAAI program, all students will be given access to an online pre-program designed homogenize quantitative and fundamental coding skills to a certain degree.

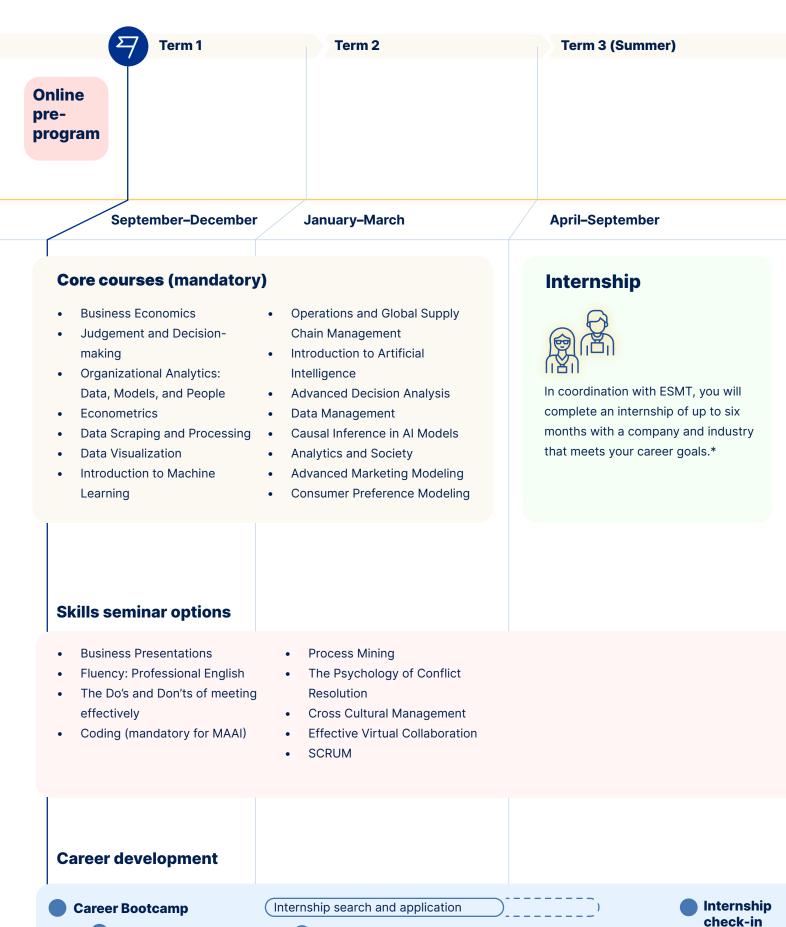


# MAAI Curriculum (120 Total ECTS)

**Skills workshops** 

**Career Advisor sessions** 

**Company visits** 



**Career Fair** 

Term 4

Term 5

**Term 6 (Thesis)** 



Post-grad

Finance Certificate (optional)

Study abroad (option 1)

Foreign language courses (optional): German, French, Spanish, Chinese

**Analytics Consulting Project** 

Research track

**RLF** Responsible Leaders **Fellowship** (optional)

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#### + MIE and MGM core courses

#### **Master** thesis



- **Analytics Project Management**
- **Building Professional Networks**
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**Introduction to Research Method** + Research Strategies Week

Job search strategy building



**Personal Branding workshop** 



**Career Fair** 

#### **Company visits**

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# **Employment statistics and career services**

## **Job offers**

Graduates seeking employment who received job offers before graduation



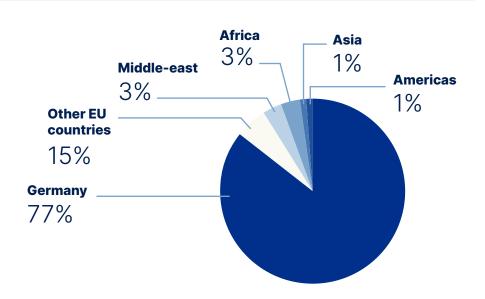
Graduates seeking employment who received job offers within 3 months of graduation



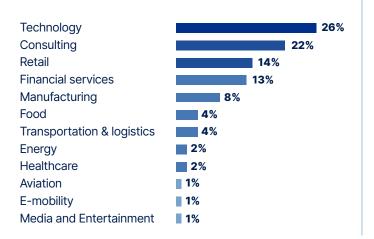
# Job locations after graduation

Graduates working in the EU

92%



#### **Industries**



#### **Examples of employers**

Accenture, Allianz Consulting, Allianz Global Investors, Allianz SE, Altman Solon, Amazon, Bain & Company, Bosch, Capgemini Invent, CORE SE, Deloitte Digital, Emma Sleep, Enpal, EY, EY-Parthenon, European Parliament, GE HealthCare, Gorillas, HelloFresh, Henkel, Horvath, IBM, Just Eat Takeaway.com, KPMG AG, KPMG Switzerland, Marsh, Microsoft, Mondelez, OLX Group, P&G, Pliant, Project A, PwC, Raisin, Salesforce, SAP, Siemens Energy, Simon-Kucher & Partners, Stern Stewart & Co, TD Reply, Wolt, Wunderflats, Xing, Y42, Zeiss Age.

# **Career support and guidance**

ESMT Careers Development Center guides students through their internship module and post-graduate career goals. With a personalized and rigorous approach, the team helps you build your personal brand and connects you with top companies and recruiters via workshops, seminars, fairs, networking events, and one-on-one meetings throughout your program.

ESMT Career Development Center also excels in polishing your interview and CV-writing skills. With the assistance of internal and external trainers, alumni, speakers, and online tools, we provide you with all you need to land your dream job.

**Find out more** 



Each year, at the two-day career fair, you will network with alumni and employers, and have the opportunity to have 1-on-1 meetings with corporate representatives.







# Life on campus

#### **ESMT** student clubs

ESMT's student clubs are initiatives that begin with a desire to get directly involved, where theory meets practice. Each club at ESMT was formed by students' proposals and a desire to create something new and productive for future ESMT students. You are welcome to join and take part in initiatives regardless of your chosen degree program.



- Consulting Club
- Culture Club
- Digital Future Summit
- Entrepreneurship Club
- Extra Sports Club
- Innovation & Technology Club
- International Affairs Club

- Investment & Fintech Club
- Marketing Club
- Meraki Club
- Net Impact Club
- TEDxESMT
- Vali Venture Club
- Women in Leadership Club





Every year, during the Club Fair, students present their activity and "recruite" new members.

#### **Berlin Global Dialogue**

Berlin Global Dialogue is an innovative global summit that provides a platform to debate and promote solutions for global economic cooperation in times of fragmentation and transition. Decision-makers, thought leaders as well as young voices from across the globe convene for an open and thought-provoking exchange at eye level in the heart of Berlin. Facilitated by innovative formats, this dialogue will help to form new alliances and inspire collaborative action.

The event, initiated by and hosted at ESMT Berlin, is non-profit, outcome-oriented, and backed by the world's leading global corporations.





# Life on campus

## **Annual Alumni Meeting**



Each year the Annual Alumni Meeting brings together a diverse group of alumni from various cohorts and corners of the world. Over the course of two inspiring days, you attend captivating lectures and workshops. A fantastic occasion to expand your network!

#### **TEDXESMT Berlin**



TEDxESMT Berlin 2023: "Berlin: A driver of sustainable transformation?"

## **ESMT Demo Day**



The ESMT Demo Day is a startup event where early-stage startups, investors, corporates, and other stakeholders of the entrepreneurship and innovation ecosystem meet and discuss new ideas.

## **Digital Future Summit**



DFS 2022: 1,000 students from across Europe and 24 partner companies discuss digitalization at ESMT.

# **Admissions and financing**

November 1 Applications open

March 31
Early decision\*

June 1
Recommended deadline for international applicants\*\*

July 31
Soft application deadline\*\*\*

Applications are reviewed on a rolling basis. The Admissions Committee publishes admissions decisions every two weeks.

\*Accepted candidates from this round will receive a €2,000 discount on tuition.

\*\*Due to long visa processing times we strongly advise that you apply by this deadline, if you require a student visa to study at ESMT.

\*\*\*ESMT accepts applications after July 31 on a case by case basis. To secure your place, early applications are highly recommended.

Start your application

# **Application steps**

1.

**Application** 

2.

First screening

3.

Interview

4.

Admissions & Scholarships Committee

**5.** 

**Enrollment** 

# Requirements

- A **previous degree** (at least bachelor's equivalent) with **excellent grades**. If you are finishing your undergraduate studies within the next year, your application will also be considered.
- Applicants to the MGM program should have no more than 24 months of postgraduate work experience (Internships and work during your bachelor studies does not count.)
- applicants to the MIE and MAAI programs should have between 0-3 years of post-graduate work
  experience. Applicants with up to five years of post-graduate work experience will be considered for
  admission on a case-by-case basis, following assessment and alignment of their academic and professional goals to the respective program.
- English language proficiency test scores: **100 points in the TOEFL, 7.0 in the IELTS, or 850 in the TOEIC** (other certificates also accepted). You will receive a waiver for the English proficiency test if English is your native language or if you have completed a university degree completely taught in English.
- A **GMAT** or **GRE** score is not generally required for admission. However it may be required if you lack proof of strong quantitative abilities. MAAI applicants are encouraged to submit a GMAT or GRE.
- Completed application including essays, one reference, and €75 application fee
- Individual interview online

Admission requirements are slightly different for each program. Please follow the link for a complete overview.



# **Financing options**





#### **Scholarships**

ESMT offers partial tuition scholarships based on academic merit to support highly qualified candidates.

#### **Study loans**

An ESMT degree is an excellent investment in your future. Nevertheless, financing your studies is not always an easy endeavor. To cover the gap between potential scholarships, savings, and attendance costs, ESMT offers access to a number of loan programs.







#### **Founders and benefactors:**

















































