MASTER’S IN MANAGEMENT (MSc)

SPECIALIZE IN:

- Business Analytics
- Finance and Investments
- Entrepreneurship and Innovation
- Global and Digital Strategy
Founders and benefactors of ESMT

KEY FACTS

Two tracks – tailored to your skills
An innovative, pre-experience program with two tracks. One designed for creative and strategic thinkers, and one designed for quantitative decision analysts. You select your track during the application process. Depending on the track, you choose one of four specializations: Business Analytics, Finance & Investments, Entrepreneurship & Innovation or Global & Digital Strategy in the second year.

Portfolio Management Program (PMP)
You have the option to work in groups and manage a real-money portfolio of 3 million euros, while being coached by experienced asset managers and faculty. You are trained as a financial analyst in the first year and as a portfolio manager in the second year, and take over the responsibility of further developing a strategy to allocate and manage the funds.

Career Development
In the first year, you gain up to six months of professional experience in a German or international company. In your second year, you will work on a team based Social Impact Project with a selected NGO or social venture.

Soft skills
Seminars focusing on building high-performance teams, presentation skills, consulting skills, verbal and written business communication skills and stakeholder management help you develop the personal skills necessary to succeed throughout your career.

Languages
You will complete language classes either in German or another strategic language to navigate global business relationships. Students receive a free account on “Babbel”: an e-learning language platform.

PROGRAM STRENGTHS

FULL-TIME
24 MONTHS
ENGLISH
2 TRACKS
4 SPECIALIZATIONS
6 TO 10 MONTHS PROJECT AND WORK EXPERIENCE

THE 2019 CLASS PROFILE

112 STUDENTS
82% INTERNATIONAL
23 AVERAGE AGE
38% WOMEN
6 MONTHS AVERAGE WORK EXPERIENCE

12% Business/Management
7% Engineering
9% Economics
25% Humanities/Arts
11% Mathematics/Natural Sciences
7% Accountancy/Finance
9% Social Sciences
5% Computer Science/IT
4% Law
2% PREVIOUS STUDIES

ALGERIAN
AMERICAN
AUSTRALIAN
BANGLADESHI
BRAZILIAN
CAMEROONIAN
CHINESE
COLOMBIAN
CROATIAN
DUTCH
DENTISH
GERMAN
GREEK
HONDURAN
HONDURAN
INDIAN
INDONESIAN
IRISH
ISRAELI
ITALIAN
KENYAN
LÉBANESE
MEXICAN
MOROCCAN
NICARAGUAN
NIGERIAN
NORWEGIAN
PANAMANIAN
PERUVIAN
POLISH
PORTUGUESE
RUSSIAN
SERBIAN
TAWANESI
THAI
TURKISH
UKRAINIAN
UZBEKISTANI
VENEZUELAN
VENEZUELAN

Asia 33%
Europe 24%
(Excluding Germany)
Germany 18%
Americas 15%
Middle East 5%
Africa 5%

40 NATIONALITIES

4% 4% 2%
You will complete an internship of up to six months with a company. Internships may be based in Germany or abroad.

**MIM CURRICULUM TIMELINE**

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<tr>
<th>Core Courses I</th>
<th>Track</th>
<th>Internship</th>
<th>Core Courses II</th>
<th>Specialization</th>
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<th>Master’s Thesis</th>
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<td>September 2020</td>
<td>January 2021</td>
<td>April</td>
<td>June</td>
<td>October</td>
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<td>April 2022</td>
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**Choose**

- **Core Courses I**
  - Accounting and financial management
  - Organizational behavior
  - Advanced statistics
  - Judgment and decision-making

- **Track**
  - **Innovative management**
    - Economics of innovation and new technology + two track electives
    - Entrepreneurship
global economy
operations and supply chain
valuation
leading & managing people with agility
negotiation

- **Quantitative business**
  - Economics

**Specialization**

- Portfolio management program (optional)
- Global and digital strategy
- Entrepreneurship and innovation
- Business analytics
- Finance and investments

**Social Impact Project**

You will complete an internship of up to six months with a company. Internships may be based in Germany or abroad.

**Global and Digital Strategy**

- Data science for analytics
- Risk modeling with spreadsheets
- Advanced decision making tools
- Value chain analytics
- Machine learning & causality
- Predictive analytics
- Investments (Portfolio theory and asset pricing)
- International finance and risk management
- Entrepreneurial finance & fintech
- Alternative investments

**Entrepreneurship and Innovation**

- The human factor of innovation
- Startup challenge
- Design thinking
- Entrepreneurial finance
- Matchmakers in digital economy
- Strategic international management
- Digital business transformation
- Digital marketing
- Digital innovation and entrepreneurship

**Business Analytics**

**Finance and Investments**

**Recent Internships**

- Amazon – working in business intelligence and data science
- Bosch – working in product management
- Daimler Financial Services – working in risk management
- Deloitte Digital Ventures – working in consulting
- Procter & Gamble – working in supply chain and logistics
- Siemens AG – working in finance and commercial governance
- Sony – working in research & development
- Wayfair – working in product marketing

**Recent Social Impact Projects**

- Crypto Development Fund, Munich
  - Create a market entry approach and a sales strategy for potential social impact investors.
- DHL Corporate Citizenship, India
  - Identifying potential opportunities as well as obstacles for a collaboration with SOS Children Villages in India
- GrowthAfrica, Ethiopia
  - Contribute to scaling up the operations, network, and funds of an accelerator supporting African entrepreneurs

**Innovation**

The MIM includes significant in-company experience through an internship with global corporations, mid-sized companies or start-ups. The Career Services team works with you to find the right opportunity and guide you through the application process.

**Social Impact Project**

The five-week, applied fieldwork, Social Impact Project is a highlight of the MIM program. It offers you the opportunity to apply the business tools you acquire during the program to working for an organization with specific social objectives, such as a non-profit organization, a CSR department, a social entrepreneurship venture, or a for-profit organization.
EMPLOYMENT STATISTICS AND CAREER SERVICES

Career management is an integral part of the MIM program with regular seminars and workshops built in. From day one you will start working to improve your CV and interview skills. You will take part in company presentations and visits, as well as the annual ESMT Career Fair.

By the end of the MIM program, you will better understand how to plan your job search strategy, navigate your own career path, build and activate your own networks and negotiate your desired salary. In addition, every student receives a premium account on LinkedIn.

EXAMPLES OF GRADUATE POSITIONS

- **ADIDAS** – Assistant Manager Digital Analytics (Nurnberg)
- **AUDI** – Procurement Officer (Ingolstadt)
- **BASF** – Reporting Specialist (Berlin)
- **DELOITTE** – Consultant (Zurich)
- **GOOGLE** – Account Strategist (Dublin)
- **MERCEDES-BENZ BANK** – Risk Manager (Stuttgart)
- **REMITLY** – Go-to-market Lead (Berlin, startup)
- **UBER** – Operations Manager (Berlin)

GRADUATES ACCEPTED POSITIONS IN THE FOLLOWING INDUSTRIES

- Consulting: 23%
- Retail: 15%
- Technology: 13%
- Other: 11%
- Automotive: 10%
- Financial Services: 10%
- Manufacturing: 8%
- Consumer Packaged Goods: 5%
- Transportation & Logistics: 5%

INTERNATIONAL OPTIONS

DOUBLE DEGREE

Spend your first year at ESMT Berlin and your second at Yale School of Management, before submitting your dissertation at ESMT. Applications for the Yale program will only be accepted after enrollment at ESMT and admission is not guaranteed. Successful candidates will earn a MIM from ESMT and a Master of Management Studies in Global Business and Society from Yale.

Please check degrees.esmt.berlin/mim for the latest updates on international options.

EXCHANGE

ESMT has partnered with Imperial College Business School in the UK, Singapore Management University, IE in Spain, and the Smith School of Business at Queen’s University in Canada to offer you an enhanced global study experience. These semester exchange options are offered after the core module in the first year of the MIM or in the second year, depending on the institution.

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APPLICATION REQUIREMENTS

✓ A first degree in any subject
✓ Ideally no more than 18 months of postgraduate work experience
✓ Strong quantitative skills for applicants to the Business Analytics and Finance & Investments specializations (GMAT or GRE is recommended and may be requested)
✓ TOEFL score (95 points minimum) or equivalent proof of English fluency
✓ Online application including one reference and essays
✓ Individual application in person or online

PROGRAM FEES AND APPLICATION DEADLINES

The Master’s in Management program begins in late September. Graduates earn a Master of Science in Management degree (120 ECTS credits).

ESMT MIM Admissions operates on a rolling basis. You can submit your application at any time prior to the final deadline. Decisions are generally announced every two weeks. Earlier applications are given priority consideration for admission and scholarships.

Application milestones:
- Early-Bird Deadline: March 31*
- Final Deadline: July 31

Visit apply.esmt.berlin to start your application.

MIM tuition: €29,500 [paid in three installments over two academic years]

The MIM tuition covers all seminars, selected teaching materials, orientation, and career support.

*Admitted applicants who submit their completed MIM application by the March 31 deadline will benefit from a €2,000 tuition reduction.

Scholarships

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

Lending opportunities

ESMT offers access to loans through Prodigy Finance. Candidates from over 150 countries can acquire loans for MIM tuition and living expenses.

Brain Capital offers students from the EU, Canada and the USA the ability to cover tuition fees and living expenses through an innovative funding scheme.

Title IV and GI Bill loans are available to US citizens who study at ESMT.

Special funding options are also available for nationals of other countries. For more information, visit our website.

FINANCING OPTIONS

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ESMT Berlin was founded by 25 leading global companies and institutions. The international business school offers an executive MBA, a full-time MBA, a part-time MBA in Business Innovation in blended format, a master’s in management, open enrollment and customized executive education programs and has the right to grant PhDs. ESMT focuses on three main topics: leadership, innovation, and analytics.

ESMT faculty publishes in top academic journals. Additionally, the business school provides an interdisciplinary platform for discourse between politics, business, and academia. ESMT is a private business school based in Berlin, Germany, with a branch office in Shanghai, China.