MBA FULL-TIME MASTER OF BUSINESS ADMINISTRATION

TRACKS:
- Managerial Analytics
- Innovation & Entrepreneurship
- Strategic Leadership

#1 IN GERMANY
EUROPEAN BUSINESS SCHOOLS 2019
CHANGE YOURSELF AND YOUR CAREER

- 90% of graduates work in Europe (80% in Germany)
- Study in the center of Berlin
- Germany’s most international MBA

The ESMT Berlin MBA is strategically located in Germany’s capital, with easy access to the country’s industrial hubs. Classes are designed so that you approach every subject from a global perspective, including an eye towards the integration of sustainability in business. Pre- and post-MBA options (German language courses and the Responsible Leaders Fellowship) allow you to personalize your MBA. You enhance your practical experience with an “in practice” module in each track and through a hands-on, in-company consulting project near the end of the program. Projects focus on various industries, corporations, social enterprises, and startups. Global Virtual Teams let you experience remote teamwork and management in real-time with students from top business schools around the world, while the Global Network Week brings you directly to those campuses.

The Career Services team integrates seminars focused on soft skills development, career readiness, and individual coaching to round out the learning experience. You gain essential skills to navigate a changing labor market and your future career.

Founders and benefactors of ESMT Berlin

KEY FACTS

FULL-TIME ONE-YEAR

TRACKS:
- Innovation & Entrepreneurship
- Managerial Analytics
- Strategic Leadership

PRACTICAL EXPERIENCE:
- Consulting Project
- In-Practice Modules
- International Exchange

PRE-PROGRAM OPTIONS:
- German Language Courses

POST-PROGRAM OPTIONS:
- Responsible Leaders Fellowship
- German Language Courses

THE 2020 CLASS PROFILE

48 STUDENTS
8 YEARS AVERAGE WORK EXPERIENCE
94% INTERNATIONAL
31 AVERAGE AGE
39% WOMEN

REGION REPRESENTED

- West / South / Central Asia 37%
- North America 18%
- Europe 18%
- Latin America 14%
- Southeast / East Asia 8%
- Middle East / Africa 4%

INDUSTRY SECTORS

- Business/Management
- Engineering
- IT/Telecommunications
- Law
- Social Sciences
- Natural Sciences
- Other
- Arts
- Other
- Technology
- Consulting
- Manufacturing / FMCG
- Financial Services
- Healthcare
- Energy
- Media / Entertainment
- Non-Profit
- Transportation / Logistics

PREVIOUS STUDIES

- 39%
- 21%
- 8%
- 6%
- 8%
- 6%
- 4%
- 12%
- 12%
- 14%
- 16%
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### Full-Time MBA Curriculum

<table>
<thead>
<tr>
<th>Module 1</th>
<th>Module 2</th>
<th>Module 2 and 3</th>
<th>Summer Break (3 weeks)</th>
<th>FEB</th>
<th>February – June</th>
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</thead>
<tbody>
<tr>
<td>September – December</td>
<td>January – June</td>
<td>June – September</td>
<td>September – January</td>
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#### Broad Contextual Overview
- Intro to General Management
- Introduction to Economic Thinking
- Managerial Analysis and Decision Making
- Diversity & Inclusion Workshop

#### Managerial Analytics
- Customer Analytics
- Value Chain Analytics
- Advanced Decision Modeling

#### Specialization Project:
- Analytics in Practice

#### Innovation and Entrepreneurship
- From Idea to Business
- Human Factor of Innovation
- Creating and Capturing Value

#### Specialization Project:
- Entrepreneurship in Practice

#### Strategic Leadership
- Global Economy
- Corporate Strategy
- Strategy Implementation

#### Specialization Project:
- Strategy in Practice

### Program Strengths

#### Managerial Analytics
- Gain the skills, competencies and knowledge of the data-oriented module by learning how big data has transformed business.
- Study statistical methods, computational tools, and predictive models, while studying critical non-analytical topics such as ethics, regulation, and cyber security.
- Complete the track with a practice-oriented module by learning how big data has transformed business.

#### Innovation & Entrepreneurship
- Experience firsthand Berlin’s thriving entrepreneurial ecosystem.
- Courses lead you from idea generation all the way to implementation, whether in a startup or an established company.
- Integrated course projects connect you to entrepreneurs, VCs, angel investors, leading researchers in innovation, incubators, and more.
- The ESMT Entrepreneurship Club provides an extracurricular opportunity for exposure to and exploration of Berlin’s varied innovation environment, including Techstars Berlin base on campus.

#### Strategic Leadership
- Challenge yourself to become a structured problem solver in multi-dimensional economic and political conditions.
- The Strategic Leadership track hones your aptitude to understand, design, assess, and execute complex strategies for profitable growth in an international context.
- Benefit from professors’ significant on-the-job training in varied strategic areas, as well as their research and connections to some of Berlin and Germany’s most renowned industries and the Mittelstand (SME) sector.

### Global Network for Advanced Management
- During the Global Network Week you attend lectures and courses at member universities worldwide, while the Global Virtual Teams project prepares groups to solve organizational issues with the joint cooperation of team members dispersed around the globe.
- Network members include: EGADE (Mexico); Fudan (China); IE (Spain); IIMA (India); Koç (Turkey); LBS (Nigeria); UC Berkeley (USA); UCD (Ireland); Yale SOM (USA).
- www.advancedmanagement.net
APPLICATION PROCESS AND DEADLINES

The final application deadline is November 2 for non-EU applicants and December 1 for applicants holding an EU citizenship. ESMT offers access to loans for MIM tuition and living expenses. ESMT offers access to loans for non-native speakers through an innovative funding scheme. Candidates from over 150 countries can acquire loans for MIM tuition and living expenses. Lending opportunities: ESMT offers access to loans through Prodigy Finance. Candles 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 student and GI Bill loans are available to US citizens who study at ESMT. ESMT Berlin’s MBA is an excellent investment in your future. On average, graduates earn more than double the tuition during the first year of employment after the program. MBA tuition: €43,500

Most students fund their studies with a mix of personal funds, loans, and scholarships.

ESMT offers partial scholarships to support top applicants based on: academic merit, GMAT or GRE scores, leadership, entrepreneurial or social impact experience or other merit-based criteria. Please visit our web site for a full list of criteria.

APPLICATION REQUIREMENTS
✓ Three years of professional, postgraduate experience
✓ An undergraduate degree or equivalent professional qualification
✓ Strong GMAT or GRE score
✓ TOEFL, IELTS or equivalent proof of English proficiency for non-native speakers
✓ Completed online application including two references
✓ Interview either in person or via Skype or Zoom

APPLICATION CRITERIA

PROGRAM STRENGTHS

PERSONAL DEVELOPMENT

During the MBA you also focus on personal soft skills development and learn to build successful international teams. The small class size ensures that you constantly reflect on your experiences while receiving personalized, constructive feedback, and sharpening leadership skills. Become a stronger leader not only with dedicated career services workshops, but through student clubs, team projects, and tournaments.

FINANCING YOUR MBA

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DESIGN YOUR OWN MBA

Focus on success with an MBA that offers you the flexibility to acquire general management competencies, specialized knowledge, and the interpersonal skills to lead teams and organizations – all customized to your professional ambitions. You will understand the fundamentals of business while applying functional skills by focusing in a specialized track. You can get a head start or extend your learning experience with optional pre- and post-MBA options (German language courses and the Responsible Leaders Fellowship). Choose the 13-month MBA or add six months to enhance your skills.

CAREER TRANSITIONS: THE 2018 GRADUATING CLASS

Average salary (including bonus)

Job offers 3 mo. after graduation

Changed country

Changed job function

Changed all three

Started their own company

34% 20% 15% 12%

82 %

80 %

78 %

70 %

60 %

50 %

10 %

EXAMPLES OF RECRUITING COMPANIES OVER THE LAST THREE YEARS:

Accenture Interactive · Allianz · Amazon · BASF · Bay-Be a Better Guide · Boeing · Boston Consulting Group · Caissa Global · Core · Damier Financial Services · Delivery Hero · Deutsche Bahn · Deutsche Bank · Emerson · EY · GE Aviation · HelloFresh · HERE · Infosys · IKEA · BI Foundation · KPMG · KWS · Likum McKinsey & Company · Microsoft · Nexperia · Puma · PwC · Raisin · Ryde Kodak · SumUp · TwentyFive · Uber · UEFA · Uniper · Wayfair · Westwing · Zalando · Zeiss

I chose ESMT because I wanted to take a leap and totally change my career by going into the digital/internet industry. Today I am guiding the setup of new global activities in one of the most innovative digital companies in the world. I was able to achieve this because ESMT introduced me to companies such as Zalando through many events, workshops and visits. Furthermore, Berlin has the perfect environment to learn from new businesses and cultures and finally, Germany provides a lot of opportunities and resources for professionals.

Federico Salas Guevara Succar, MBA 2018, Senior Manager – Connected Retail at Zalando

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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, and a master’s in management. ESMT focuses on three main topics: leadership, innovation, and analytics.

ESMT executive education programs offer short-term training with more than 40 open programs (divided into clusters such as leadership, innovation or strategy). Courses are taught in English and German. The program portfolio also includes fully customized programs targeting the unique development needs and challenges of ESMT’s customers.

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.