MASTER IN MANAGEMENT (MSc)

SPECIALIZE IN:

INNOVATIVE MANAGEMENT
OR
QUANTITATIVE BUSINESS
ESMT is ranked #12 in the world and #1 in Germany in the Financial Times Global Masters in Management ranking. Moving up 14 places, the ESMT MIM shows the greatest advancement of all business schools in the top 20. The MIM is also ranked 7th for overall satisfaction and 10th for international mobility.

The ESMT Master in Management program is ranked 14th in the world in the Economist “Which MBA?” global ranking of the top Masters in Management (MIM) programs in 2021, up four places from the previous year. Also ranked #5 for ‘Education experience’ and #8 for ‘Personal development’.

WELCOME TO THE ESMT BERLIN MASTER IN MANAGEMENT PROGRAM!

At ESMT Berlin we are excited about the opportunities the 21st century – your century – offers to those who learn to seize them. We believe that your generation will positively change the course of institutions and businesses, and that our MIM program will equip you with the necessary tools, knowledge and network to do just that.

Inspired by the colorful communities of Berlin, ESMT’s MIM will take you on an intense, two-year personal development journey as part of a diverse cohort of 40+ nationalities. During the first seven months, our world-class faculty will acquaint you with the most important concepts of business in a dynamic, digital world. You then embark on a three to six month internship, applying your new skills and giving you in-depth practical experience to complement your CV.

In year two you will follow a track – Innovative Management or Quantitative Business – including courses such as Matchmakers in the digital economy and Machine learning and causality. You will close out your journey at ESMT by choosing electives from a range of topics such as finance, analytics, international strategy and entrepreneurship and participating in the Social Impact Project, a month-long group consulting mission for a social cause of your choice. Parallel to the MIM program, you can choose to participate in the Portfolio Management Program where you will manage a real multi-million Euro investment portfolio or pursue an exchange at a top-ranked international partner school.

Along this journey, the ESMT team will support you with any help you may need, be it academic, logistical, or personal. I look forward to welcoming you for an exciting two years at ESMT Berlin!

Guillermo Baquero
Faculty Lead – Master in Management Program
PROGRAM STRENGTHS

TWO TRACKS – TAILORED TO YOUR SKILLS
An innovative, pre-experience program with two specialized tracks. One designed for creative and strategic thinkers, and one designed for quantitative decision analysts.

PORTFOLIO MANAGEMENT PROGRAM (PMP)
You have the option to work in groups and manage a real multi-million Euro portfolio, 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.

INTERNATIONAL OPTIONS

Exchange
ESMT has partnered with business schools around the world to give you first-hand international experience and to broaden your options after graduation. Partner institutions include: Imperial College Business School, Singapore Management University, IE Madrid, the Smith School of Business at Queen’s University, Stockholm School of Economics, Copenhagen Business School, Rotterdam School of Management, Nova School of Business & Economics Lisbon, and more. You have a chance to attend an exchange semester at one of our partner institutions after completing the core module 1 at ESMT. Some opportunities are available in term 1, and the majority of exchange options take place in the second year of the MIM program.

Double Degree
Spend your first year at ESMT Berlin and your second at Yale School of Management, before submitting your thesis 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.

LANGUAGES
Included in your tuition are language classes either in German or another strategic language to help you navigate global business relationships.

Please check degrees.esmt.berlin/mim for the latest MIM program updates and additional information.

PORTFOLIO MANAGEMENT PROGRAM

“The sense of competition between the teams and against your benchmark (ours was the SP500) is really special for the program as it really motivates you to work and to put in the effort to learn and develop yourself. I started this program not knowing anything about markets and investing, but the more you put in the more you will get out.”

Omar El Maria, MIM and PMP graduate
**INTERNSHIP**

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

**Recent MIM student Internships**
- **ACCENTURE** – Strategy consulting Intern
- **AMAZON** – Business intelligence and data science
- **ALLIANZ SE** – Business development and strategy intern
- **DAIMLER FINANCIAL SERVICES** – Risk management
- **DELOITTE DIGITAL VENTURES** – Consulting
- **KPMG AG** – Digital compliance
- **PROCTER & GAMBLE** – Supply chain and logistics
- **PUMA** – Corporate sustainability
- **PWC** – Valuation, modeling & analytics intern
- **SIEMENS AG** – Finance and commercial governance
- **SONY** – Research & development
- **SUMUP** – Entrepreneur in residence

**SOCIAL IMPACT PROJECT**

The five-week Social Impact Project (SIP) 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. You can travel the world to work on projects that change lives, as well as gaining valuable insight into global culture.

**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

There was a glass ceiling on my career in Nigeria. ESMT career services played a huge role in helping me chart my career path including coming here to Wayfair. It’s so huge to find the right place where my skills are appreciated.

— Simi Simi Ayo Vaughan – MIM Graduate

My top tip for those embarking on the SIP is to stress that if you can travel you should go to a place that you have never been before. Yes the cultural shock will be huge in the beginning, but you will learn so much and meet some brilliant different people. I was a different person after this short but super intense experience.

— Filippo Poggiato, who’s group project took place in Uganda, working with Generous Designs Africa to turn plastic waste from the Bidibidi refugee camp into everyday products (Featured in Forbes)
APPLICATION REQUIREMENTS
✓ A first degree in any subject
✓ Ideally no more than 18 months of postgraduate work experience
✓ Curiosity and broadly based communication skills as evidenced by non-curricular activities for applicants to the Innovative Management track
✓ Strong quantitative skills for applicants to the Quantitative Business track (GMAT or GRE recommended)
✓ TOEFL score (95 points minimum) or equivalent proof of English fluency
✓ Online application including one reference and essays
✓ Individual interview in person or online

PROGRAM FEES AND APPLICATION DEADLINES
The Master 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 although application as early as possible is encouraged. Decisions are generally announced every two weeks. Earlier applications are given priority consideration for admission and scholarships.

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

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.

FINANCING OPTIONS
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.

ONLINE APPLICATION
Visit apply.esmt.berlin to start your application.

DIVERSITY AND INCLUSION
ESMT Berlin encourages a conscious and serious effort from its students, staff, faculty, and administrators to prioritize the values and practices of diversity, equity, and inclusion within the school and to champion the same in academia and the business community.

FIND OUT MORE
**MIM 2021 CLASS PROFILE**

- **119 STUDENTS**
- **23 AVERAGE AGE**
- **46% WOMEN**
- **82% INTERNATIONAL**

![Pie chart showing previous studies](chart)

- **43% Business / Management**
- **23% Engineering**
- **10% Economics**
- **8% Other**
- **4% Natural Science**
- **6% Social / Political Science**
- **4% Accounting / Finance**
- **3% Humanities**

![Regions represented](world)

- **Europe 51%**
- **Asia 33%**
- **Americas 8%**
- **Middle East / Africa 8%**

**34 NATIONALITIES**

- Austria
- Belgium
- China
- Denmark
- Finland
- Germany
- Greece
- Hungary
- India
- Iran
- Ireland
- Italy
- Lebanon
- Lithuania
- Luxembourg
- Malaysia
- Netherlands
- Norway
- Peru
- Poland
- Romania
- Russia
- Senegal
- South Africa
- Spain
- Turkey
- Ukraine
- United Kingdom
- United States
- Uruguay
The MIM curriculum is designed to provide you with a suite of personal and professional skills based on a solid academic foundation, preparing you for a broad variety of roles in business, society and entrepreneurship.

You can tailor your studies by choosing a track and electives according to your interest and skills. During the first year, you complete the business core together with the whole MIM class. After these first months, the MIM students split into the two tracks: Quantitative Business and Innovative Management. The first year finishes with the internship that can last up to six months. You will also have opportunities to take exchange terms at partner business schools around the world after completing the core Module 1 (Sep–Dec).

Your second year starts off back on campus in Berlin with all MIM students to complete the Marketing Management core course and a business simulation. The class is then again split into the respective tracks. The final semester of the two year program brings along a selection of Elective courses with a focus on Finance, Analytics, Innovation/Entrepreneurship and Leadership, the Social Impact Project, which you will be working on in a group for six weeks, as well as the Master’s Thesis, which must be completed over three months.

Running throughout the whole program: The Portfolio Management Program is an optional two-year project in which selected students actively manage a real-money portfolio. Foreign language courses take place for all students on a weekly basis. Skills workshops are built into the program to support your personal and professional development. And finally, a broad range of opportunities for personal development and engagement are offered through Student Clubs and other student-led initiatives.
**MIM CURRICULUM**

**CORE COURSES**
- Business Economics
- Corporate Strategy
- Financial Management
- Organizational Behavior

**QUANTITATIVE BUSINESS**
- Data Science for Analytics
- Econometrics
- Valuation

**INNOVATIVE MANAGEMENT**
- Economics of Innovation
- Entrepreneurship
- Digital Business Transformation
- The Start Up Challenge

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

**ELECTIVES**
- Entrepreneurial Sales & Marketing
- Leading and Managing People
- Portfolio Theory & Asset Pricing

**SOCIAL IMPACT PROJECT**
Work on a group assignment in an NGO, nonprofit, or a social impact project in a for-profit company.

**MASTER THESIS**
Thesis may be an academic project with independent study and research or applied work in a company in conjunction with academic research related to the work you are doing.

Workshops and Programs that run throughout the two-year program:
- Portfolio Management Program (optional)
- Foreign language for international business
- Skills workshops including Building high performance teams, Personal effectiveness in business presentations, Intercultural business communication, Consulting skills, SCRM, Storytelling

Internal Options
- You have a chance to attend an exchange at one of our partner institutions after completing the core module 1 at ESMT. Some opportunities are available in the spring of first year, and the majority of exchange options take place in the second year of the MIM program.
- You can attend an autumn, spring, or summer exchange.

**Example of Quantitative business track courses**
- Advanced Decision Making Tools
- Predictive Analytics
- Value Chain Analytics

**Example of required courses**
- Digital Innovation & Entrepreneurship
- Digital Marketing
- The Human Factor of Innovation

**Example of Innovative management track courses**
- Economics of Innovation
- Entrepreneurship
- Digital Business Transformation
- The Start Up Challenge

**Example of required courses**
- Digital Innovation & Entrepreneurship
- Digital Marketing
- The Human Factor of Innovation

**Example of Quantitative business track courses**
- Advanced Decision Making Tools
- Predictive Analytics
- Value Chain Analytics
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.

JOB LOCATIONS AFTER GRADUATION

Germany: 78%
Asia: 16%
other EU countries: 6%

Average salary (including bonus): €55,314

ENTREPRENEURSHIP

ESMT offers a variety of support for those seeking to start their own business. Being based in the heart of Europe’s largest startup economy means ESMT students are at a unique advantage when it comes to entrepreneurial careers.

Vali Berlin is the entrepreneurship hub at ESMT Berlin with the missions to inspire, educate, and support entrepreneurial talents, connect technology and business, and serve as a platform for entrepreneurial students, alumni, and the broader Berlin start-up ecosystem. Through the Summer Entrepreneurship Program students have the opportunity to work on a business idea as part of a team, and receive expert guidance from the ESMT Berlin network.

EXAMPLES OF GRADUATE POSITIONS

ADIDAS – Assistant Manager Digital Analytics (Nurnberg)
AUDI – Procurement Officer (Ingolstadt)
BASF – Reporting Specialist (Berlin)
CLEARAGO – Product Manager (Berlin, startup)
DELOITTE – Consultant (Zurich)
GOLDMAN SACHS – Analyst (Frankfurt)
GOOGLE – Account Strategist (Dublin)
SOFTBANK ROBOTICS – Sales Manager (Berlin)
XMXYG GROUP – Equity Investment Analyst (Fujian, China)

“We need solutions to the important challenges of our world, such as climate change, poverty, and health care. Actions speak louder than words and ESMT Berlin has demonstrated its commitment by integrating sustainable entrepreneurship into its educational programs and extracurricular support.”

Baris Efe, ESMT MIM graduate and Manager & Founder at Vali Berlin

GRADUATES ACCEPTED POSITIONS IN THE FOLLOWING INDUSTRIES

Technology: 29%
Financial Services: 26%
Consulting: 22%
Consumer Packaged Goods: 6%
Healthcare: 4%
Other: 4%
Manufacturing: 3%
Energy: 2%
Retail: 2%
Transportation & Logistics: 2%
STUDENT LIFE

No matter how you will study at ESMT – we will support you every step of the way

ESMT’s campus in Berlin, Europe’s most vibrant capital city, makes student life dynamic, upbeat, and rewarding. Your degree isn’t just about learning in the classroom.

On campus, students can participate in clubs and activities to grow their network and explore their interests. The small, intimate atmosphere allows networking opportunities between students of all degree programs.

MOVING TO BERLIN

Living in Germany during your studies is rewarding. The country is well connected to the whole of Europe, which means that you have a wide variety of vacation options during your study breaks. The student visa processes for Germany are relatively easy and straightforward – you receive personal support for these steps from our Student Services manager once you are accepted for a program. ESMT’s Student Services will provide you with information on how to find housing in Berlin and provides support when registering as a student in the city.

STUDENT CLUBS

Networking does not stop when you leave the classroom. ESMT’s student clubs are student 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. Students from all degree programs are welcome to join and take part in initiatives.

Current student clubs include:

- Consulting Club
- Entrepreneurship Club
- Innovation and Technology Club
- Marketing Club
- Net Impact Club
- Women in Leadership Club

THE DIGITAL FUTURE SUMMIT

The DigitalFuture Summit (DFS) at ESMT Berlin is organized entirely by a group of entrepreneurial ESMT Master in Management students. Since its founding in 2016, the DFS has grown tremendously and partners with over 70 business and organizations. In 2020, the DFS attracted over 900 students and young professionals from 100 different nationalities. The DFS creates a space for participating talents to discuss and learn about digitalization, while companies share their knowledge by hosting inspiring keynotes, hands-on workshops, and more.
ABOUT ESMT BERLIN

ESMT Berlin is the highest ranked business school in Germany and top 10 in Europe.

Founded by 25 leading global companies, ESMT offers master, MBA, and PhD programs, as well as executive education on its campus in Berlin, in locations around the world, online, and in online blended format.

Focusing on leadership, innovation, and analytics, its diverse faculty publishes outstanding research in top academic journals. Additionally, the international business school provides an interdisciplinary platform for discourse between politics, business, and academia.

ESMT is a non-profit private institution of higher education, accredited by AACSB, AMBA, EQUIS, and FIBAA, and is committed to diversity, equity, and inclusion across all its activities and communities.

www.esmt.berlin

CONTACT

ESMT
European School of Management and Technology GmbH

ESMT Berlin
Schlossplatz 1
10178 Berlin
Germany

Deputy Director of Admissions:
Boban Sulic

Phone: +49 30 21231 1400
admissions.degrees@esmt.org

www.degrees.esmt.berlin/mim
apply.esmt.berlin