ESMT BERLIN
MASTER PROGRAMS (MSC)

- MASTER IN GLOBAL MANAGEMENT
- MASTER IN INNOVATION AND ENTREPRENEURSHIP
- MASTER IN ANALYTICS AND ARTIFICIAL INTELLIGENCE
KEY FACTS

01. MASTER IN GLOBAL MANAGEMENT

02. MASTER IN INNOVATION AND ENTREPRENEURSHIP

03. MASTER IN ANALYTICS AND ARTIFICIAL INTELLIGENCE

04. STUDENT LIFE

05. 2021 - 2023 CLASS PROFILE

06. EMPLOYMENT STATS AND CAREER SERVICES

07. ADMISSIONS AND FINANCING

08. CONTACT

KEY FACTS

- Located in the heart of Berlin

WHY CHOOSE AN ESMT BERLIN MASTER PROGRAM?

Strong reputation
- Germany’s #1 business school and #7 in Europe
- World-class faculty
- Alumni network of global leaders
- Germany’s most international business school

Customizable curriculum
- Core courses based on the latest research findings
- Dynamic range of electives for a customizable experience
- A suite of practice-oriented skills trainings

Additional options
- Investment Portfolio Management Program
- Learn a new language
- Numerous options to study abroad
- Global social impact project and internship options
- ‘On-the-job’ experiences to take learning outside of the classroom

Launch your career
- Internships and startup support built into the program
- Quality for an 18-month German work visa upon graduation
- Master practical skills for early-stage career development
- Dedicated one-to-one career support

RANKINGS

As well as being ranked #12 in the world, #7 in Europe and #1 in Germany in the Financial Times Global Masters in Management ranking, the MIM is also ranked #7 for overall satisfaction and #10 for international mobility.

In the Economist “Which MBA?” global ranking of the top MIM programs in 2021, the ESMT moved up 4 places to #12 in the world. The program is also ranked #5 for ‘education experience’ and #8 for ‘personal development’. 

CONTENTS
The ESMT Master in Global Management gives you the skills and knowledge required to live up to these challenges by using a combination of modern methods and theories and practical experience to provide you with a global outlook.

This course will help you to understand how businesses shape the global economy and the effect that businesses and their workers have. It will also explain how managers and strategy consultants can make positive contributions to a better future.

**FOCUS AREAS**

**Global Experiences**
- Focusing on multinational operations during an internship at one of ESMT’s corporate partners
- A minimum of one three-month academic term abroad at one of ESMT’s top-ranked partners in Europe or beyond, as part of the second-year program
- Language training in German, French, Spanish, or Chinese at GLS Language Center

**Finance Certificate**
As part of the course, you need to choose your electives. You can opt to complete five advanced courses in Finance subjects with a focus on global investment strategies. If this is completed, you will earn an ESMT certificate in Finance as well as a Master in Global Management MSc degree.

**Social Impact Project**
During your second year, you will complete a four-month project with a five-week intensive field project component, which gives you the chance to work as an economic or management consultant for an organization with specific social impact objectives, such as a non-profit organization, a CSR department, a social entrepreneurship venture, or a social impact project at a for-profit organization.

**Portfolio Management Program**
During the program, there is the opportunity to be selected for an optional two-year not-for-credit program, where you manage a real-money portfolio - €1 million per group. This is called the Portfolio Management Program (PMP) and there are two groups - investors and analysts - with a combined portfolio value of €3 million. This initiative enables you to put the theory you have learned into practice and develop trading strategies on the open market. You learn how to cope with the dynamics of active investing (both the positive and the negative aspects) and you develop your own strategies for investing in global markets.

**TERMS**

**TERM 1**
- **Core courses:**
  - The State of the World
  - Financial Management & Corporate Finance
  - Strategic Management
  - MARGA Strategy Simulation

**Skills seminars**
- Key Writing Skills
- Business Presentations
- Languages

**SUMMER BREAK**
- Internship
  (You will complete an internship of up to six months with a company. Internships may be based in Germany or abroad).

**TERM 2**
- **Core courses continued**
  - Business Leadership in Society
  - Global Corporate Strategy
  - Managing Organizations in a Global Context
  - The Global Economy

**Skills seminars**
- Cross Cultural Management
- Building a Professional Network
- Languages

**TERM 3**
- **Electives**
  - Business Model Innovation
  - Digital Marketing
  - Data Science for Analytics

**Skills electives**
- Sustainability / Non Profit management
- Languages

**TERM 4**
- **Electives continued**
  - International Finance
  - Leading & Managing People
  - Digital Business Transformation
  - Negotiation
  - Languages

**Social Impact Project**
- Join an NGO, non-profit or multi-national company for a global social impact project.

**Research Methods**
- Thesis: Your 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.

All courses listed are example offerings, additional courses, electives, and projects may be available. Courses listed are subject to change.
Although intense, the two-year program is enriching and equips you with the specialized and desirable innovation and entrepreneurial skills to help you succeed. The program also helps you define your own personal innovative and creative journey. The MIE program is an opportunity created in collaboration with Vali Berlin, ESMT’s Entrepreneurship Hub.

The Master in Innovation and Entrepreneurship will guide you through identifying and evaluating these new opportunities, executing new business solutions, analyzing business risks, and more.

Our belief is that the business of the future will be incredibly different from that of today. If you want to be a part of the business of the future, then the Master in Innovation and Entrepreneurship at ESMT is the course for you. The society of today is one full of diversity and connection. Networking is key. The innovators who can create spaces for new solutions are the leaders of the future.

The Master in Innovation and Entrepreneurship is an opportunity created in collaboration with Vali Berlin, ESMT’s Entrepreneurship Hub.

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FOCUS AREAS

Vali Berlin Ideation Bootcamp

The Ideation Bootcamp presented by Vali Berlin enables you to discuss and understand the modern trends and technologies and provides you with a global outlook on the economy. The course will help you to create novel solutions in conjunction with corporations, start-ups, non-governmental organizations, and other similar students and like-minded colleagues.

Summer Entrepreneurship Program (SEP)

The SEP is available for any entrepreneur who has a start-up idea. It will help you to develop and expand your idea, from onboarding co-founders, identifying trends and problems, and implementing solutions, to pitching ideas to venture capitalists and business angels. Working as a team, you will receive expert mentoring, access to the ESMT and Vali Berlin network, and have a structured program of workshops by entrepreneurs and thought leaders from Berlin’s start-up scene to help you along with your venture.

NEXT or Corporate Entrepreneurship Program (CEP)

The NEXT program helps to support budding ventures that have emerged from the Summer Entrepreneurship Program to reach the next level. This is across many different types of market fit, human capital, fundraising, legal, administrative, and tax issues. During the CEP, you will gain practical experience combined with learning how to apply entrepreneurship within a corporate framework.

Corporate Innovation Project (CIP)

Working in collaboration with other companies in the innovation sector that support both entrepreneurs and intrapreneurs, you will work on a consulting team project and deliver it to a corporate partner.

All courses listed are example offerings, additional courses, electives, and project will be available. Courses listed are subject to change.

MASTER INNOVATION AND ENTREPRENEURSHIP CURRICULUM TIMELINE

TERM 1
Core courses:
- Competitive Strategy
- The Human Factor of Innovation
- Foundations of Innovation
- Foundations of Entrepreneurship

Skills seminars:
- Key Writing Skills
- Business Presentations

TERM 2
Core courses continued
- Entrepreneur Finance & FinTech
- Innovation Policy & Regulation
- Organizing for Innovation
- Vali Ideation Bootcamp

Skills seminars
- SCRUM
- Storytelling Languages

SUMMER BREAK
Summer Entrepreneurship Program Internship
(You will gain practical experience with either an internship at a startup or by working on your own company during the Summer Entrepreneurship Program with Vali Berlin).

TERM 3
Electives
- Business Model Innovation
- Digital Marketing
- Organization & Scaling New Ventures

Languages
- NEXT
- Corporate Entrepreneurship Program
- Corporate Innovation Project

Skills Electives
- Practice Experience
- Next Acceleration Program
- Corporate Entrepreneurship Program
- Corporate Innovation Project

Practice Experience
- You will gain practical experience with either an internship at a startup or by developing your own company during the Summer Entrepreneurship Program with Vali Berlin.

TERM 4
Electives continued
- Social Entrepreneurship / Non Profit Management
- Negotiation
- Entrepreneurial Sales & Marketing

Languages
- NEXT
- Corporate Entrepreneurship Program
- Corporate Innovation Project

Research Methods
Thesis (Your 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).

Learn more
This course will improve your quantitative skills and will help you learn how to control and merge those skills with the managerial vision required to create value through data-driven solutions. MAAI will help you build an understanding of the challenges faced today by artificial intelligence and allow you to understand its use in situations that require lightning-fast responses.

Once a graduate of ESMT’s MAAI program, you will be a practiced professional with the ability to lead in the current transformation of business and society that will lead to the future.

What is the driving force of business and society today?
Data, and lots of it.

Large quantities of data are being collected constantly and there is a relentless demand for professionals who are experts in their fields of processing, analyzing, and applying this data. Our answer to this was the ESMT Master in Analytics and Artificial Intelligence.

This course will improve your quantitative skills and will help you learn how to control and merge those skills with the managerial vision required to create value through data-driven solutions. MAAI will help you build an understanding of the challenges faced today by artificial intelligence and allow you to understand its use in situations that require lightning-fast responses.

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FOCUS AREAS

Computer Science Courses
By collaborating with a suite of academic and corporate partners, ESMT delivers a modern learning experience that stays up-to-date with the ever-evolving software and applications of the present day.

Analytics Consulting Project
You, and a team of your peers, will work collaboratively with technologically advanced companies that support the development of the coming generations of data scientists and automation experts.

Portfolio Management Program
During the program, there is the opportunity to be selected for an optional two-year not-for-credit project, where you manage a real-money portfolio – €1 million per group. This is called the Portfolio Management Program (PMP) and there are two groups - investors and analysts - with a combined portfoilo value of €3 million. This initiative enables you to put the theory you have learned into practice and develop trading strategies on the open market. You learn how to cope with the dynamics of active investing (both the positive and the negative aspects) and you develop your own strategies for investing in global markets.

Analytics Internship
You will complete an internship of up to six months with a company and industry that meets your career goals.

ESMT’s Career Services team helps you find the right opportunity and prepare professional and convincing applications for your chosen positions. Most students find their internship through a combination of engagement with ESMT’s partners and open applications to companies of their choice.

Germany is the most popular location for internships; however, you are allowed to do the internship anywhere in the world. Other locations in the past included the Netherlands, Japan, Turkey, Switzerland, France, South Korea, and Kenya.

All courses listed are example offerings, additional courses, electives, and project will be available. Courses listed are subject to change.

Skills seminars
• Key Writing Skills
• Business Presentations

TERM 1
Core courses:
• Machine Learning Basics
• Data Scraping & Processing
• Predictive Analysis

Skills seminars
• Building Professional Network
• Time Management

TERM 2
Core courses continued
• Data Visualization
• Advanced Decision Analysis
• Analytics Project Management
• Network Analytics

Skills seminars
• Building Professional Network
• Time Management

TERM 3
Electives
• Risk Modeling
• People Analytics
• Health Analytics
• Value Chain Analytics

Languages
Skills electives

TERM 4
Electives continued
• Digital Business Transformation
• The Data Scientist: modern tools
• Supply Chain Analytics
• AI and Society

Languages

Analytics Consulting Project
(Join a team of fellow students and define a data-focused challenge in collaboration with one of ESMT’s industry partners)

Research Methods
Thesis
(Your 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).

Learn more
ESMT is a supportive community. The campus is located in Europe’s most vibrant capital city - Berlin. This makes for a very active, upbeat, and rewarding student life.

We realize that your degree is not just about what you learn in our classrooms, it is also about the social aspects. There are lots of clubs and activities for you to explore, which offer small and intimate group settings where you can network with students of many different degree programs.

MOVING TO BERLIN
If you do not live in Germany, do not fret. The student visa process for Germany is relatively simple and straightforward. You will even receive personal support for these steps from our student services manager after you are accepted for a program. Our student services will give you all the information you need, including how to find housing in Berlin, and will give you all the support you need when registering as a student in the city. Living in Germany while you study with us is incredibly rewarding, especially as Germany as a country is very well connected to the rest of Europe, so you will have a range of holiday choices during study breaks.

STUDENT CLUBS
We understand that networking is not just something that is done inside the classroom. We aim to help you with networking outside of the classroom too, starting with ESMT’s student clubs. These give in to your desire to get directly involved and allow you to put your theory into practice. Each club was formed from a student’s proposal and was created as something new and productive for future students. All students from any degree program are allowed to join the clubs and take part in the activities.

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 Digital Future Summit (DFS) at ESMT Berlin was founded in 2016 and is organized in its entirety by a group of entrepreneurial ESMT master students. Since 2016, the DFS has grown astronomically and partners with over 70 businesses and organizations. In 2022, it attracted over 1000 students and young professionals from 100 different nationalities. The DFS simply creates a space for everyone to discuss and learn about digitization, while companies share their knowledge by hosting inspiring keynotes, interactive workshops, and more.
05.

MASTER IN MANAGEMENT
2021 - 2023 CLASS PROFILE

PREVIOUS STUDIES

PREVIOUS STUDIES

REGIONS REPRESENTED

34 Nationalities

- Austria
- Belgium
- China
- Taiwan
- Croatia
- Czech Republic
- Denmark
- Finland
- France
- Germany
- Greece
- Hungary
- India
- Indonesia
- Ireland
- Italy

Europe 51%

Asia 33%

Middle East/ Africa 8%

06.

EMPLOYMENT STATS
AND CAREER SERVICES

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 (Zürich)
- Goldman Sachs: Analyst (Frankfurt)
- Google: Account Strategist (Dublin)
- Softbank Robotics: Sales Manager (Berlin)
- XMXYG Group: Equity Investment Analyst (Fujian, China)

Career services and you

A focal point of the master’s programs is career management. This is built into the course through the use of regular seminars and workshops. Throughout the course, you will work on your CV and interview skills, and take part in company presentations and visits, as well as the annual ESMT Career Fair.

By the end of the program, you will be able to efficiently plan your job search strategy, navigate your own career path, build and activate your own, and negotiate your desired salary.

Entrepreneurship

ESMT is very supportive of those who would like to start their own business. As we are located at the heart of Europe’s largest start-up economy, ESMT students have a unique advantage when looking to embark upon an entrepreneurial career.

Vali Berlin is known as the ‘entrepreneurship hub’ at ESMT Berlin. Their mission is to inspire, educate and support new talented students, and they act as the starting platform for the entrepreneurial students and alumni to access the broader Berlin start-up ecosystem. They ensure the technology is available for a business’s needs. The Summer Entrepreneurship Program gives you the opportunity to work on a new idea as part of the team and receive guidance from the experts within the ESMT Berlin network.

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%

Average salary (including bonus): € 55,314

“One way to advance the Sustainable Development Goals is to change the way we do business. Solutions to the challenges of our world, such as climate change, poverty and health care, require innovative thinking and innovative solutions. Actions speak louder than words, and at ESMT Berlin, we believe that a sustainable future is achievable through education and practical application.”

Baris Efe, ESMT master graduate and Manager & Founder at Vali Berlin
ADMISSIONS AND FINANCING

Application requirements
- A first degree in any subject
- Ideally no more than 18 months of postgraduate work experience
- 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’s programs begin in late September. Graduates earn a Master of Science in Management (MSc) degree (120 ECTS credits).
ESMT Admissions operates on a rolling basis, which means you can submit your application at any time prior to the final deadline; although we encourage applying as early as possible. 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
Tuition: €32,000 (paid in three installments over two academic years)
The tuition covers all seminars, selected teaching materials, orientation, and career support.

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

Online Application
Applications to the MGM, MIE, and MAAI open in fall 2022.

Diversity and Inclusion
ESMT Berlin encourages a sentient and concerted 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.

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 tuition fees for the master’s program and living expenses.

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

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

CONTACT

About ESMT Berlin
ESMT Berlin is the highest-ranked business school in Germany and is in the top 10 in Europe. Founded by 25 leading global companies, ESMT offers master’s, MBA, and PhD programs, as well as executive education on its campus in Berlin, in locations around the world, online, and in a blended format of online and on-located.
Focusing on leadership, innovation, and analytics, its diverse faculty publishes outstanding research in top academic journals. The international business school provides an interdisciplinary platform for discussion of 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.

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