



ESMT FULL-TIME MBA PROGRAM

MASTER OF BUSINESS ADMINISTRATION



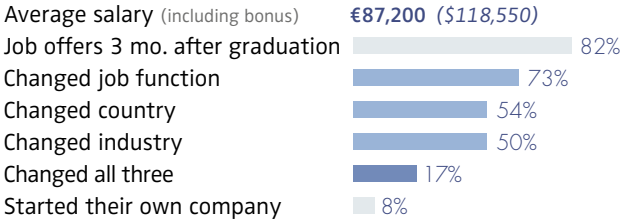
#3 MBA GLOBALLY

BLOOMBERG BUSINESS WEEK INTERNATIONAL RANKING 2014

#1 MBA IN GERMANY

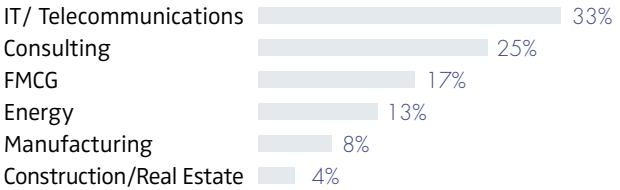
THE ECONOMIST "WHICH MBA?" RANKING 2014

CAREER TRANSITIONS: THE 2013 GRADUATING CLASS



ESMT's Career Services are fully integrated into the MBA experience. Beginning with career mapping, and ending with recruitment, the Career Services team helps students determine their next career move, achieve their goals, and implement their career plan.

GRADUATES ACCEPTED POSITIONS IN THE FOLLOWING INDUSTRIES



EXAMPLES OF RECRUITING COMPANIES OVER THE LAST THREE YEARS:

Accenture · Allianz · Amazon · Boeing · Deutsche Bahn · E.ON · EY · Hilti · Homburg & Partner · Johnson & Johnson · Knorr Bremse · Lazada Venture/Rocket Internet · McKinsey · Microsoft · Montblanc · Nokia HERE · OC&C Strategy Consultants · PricewaterhouseCoopers · RWE · Siemens · Telenor · Volvo

OUR GRADUATES WORK ALL OVER THE WORLD

from NORTH/SOUTH AMERICA of which

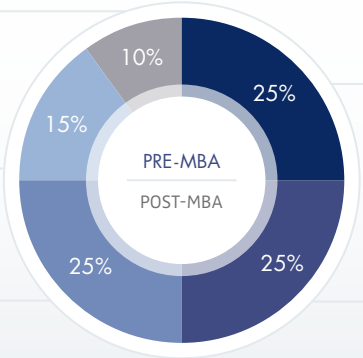
14% working in South America
86% working in Germany

from AFRICA/MIDDLE EAST of which

100% working in Africa/Middle East

from EUROPE of which

58% working in Europe
42% working in Germany



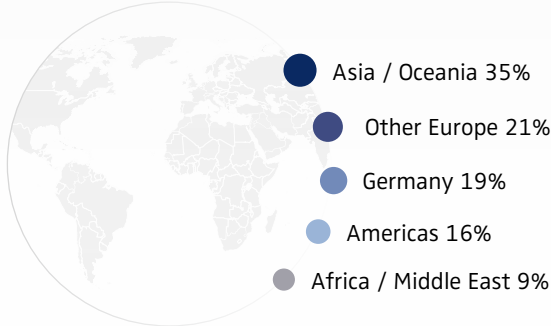
from ASIA/OCEANIA of which

67% working in Germany
33% working in Asia

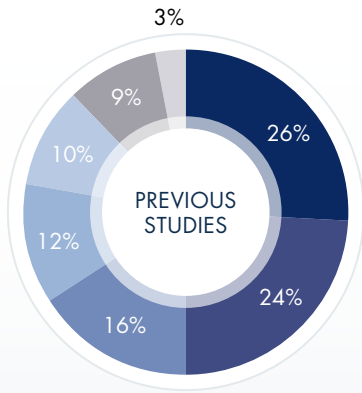
from GERMANY of which

76% working in Germany
8% working in Asia
8% Africa
8% Europe

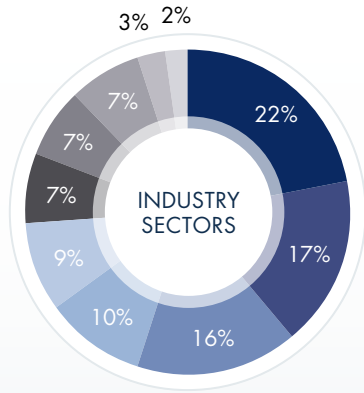
THE 2015 CLASS PROFILE



REGIONS REPRESENTED



- Engineering
- Business/Management
- Economics
- Natural Sciences
- Social Sciences
- IT/Telecommunications
- Humanities/Arts



- Other
- Consulting
- IT/Telecommunications
- Financial Services
- Government/Non-Profit
- Consumer Products
- Energy/Engineering
- Manufacturing/FMCG
- Healthcare/Pharma/Bio-Tech
- Media/Entertainment

MBA CURRICULUM TIMELINE

Curriculum is subject to change. For up to date information, visit our website: www.esmt.org/mba.

JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
Two-month optional pre-MBA intensive German course, from October		Integrated business thinking				Technology and sustainability track electives		International business modules	Integrate and apply new skills		
General management in context		- Quantitative methods - Financial and managerial accounting - Financial markets and corporate finance - Customer insights for marketing decisions - Operations management - Managing and developing people - Business and corporate strategy - Entrepreneurship - Sustainable business				- Transformation of energy systems - Innovation and new product development - Sustainable supply chain management - Strategic leadership: innovation and execution - Bringing technology to market - Fighting poverty with business - Organizing for innovation - Brands of the future		- International field seminar and company visits - Electives at partner schools in the Global Network for Advanced Management - Elective courses at ESMT	- Applied field research - Master's thesis - Business plans		
- Economic thinking - Macroeconomics - Organizational behavior - Introduction to general management - Decision making											
- Career plan development - Personal branding - Management styles - One-on-one meetings with career coaches									- On-campus recruitment activities - Consulting in international teams - Interviews and career development		
Career Services: Transitions in Practice Seminars		Career Services: Transitions in Practice Seminars							Career Transitions		
Leadership Competence Development		Leadership Competence Development									
- Building high-performance teams - Intercultural competency - Giving corporate presentations						- Personal power qualities - Company visits throughout Germany - Interview skills workshop with corporate HR representatives					
						Three-day negotiations workshops and simulation 360° Feedback			- Client management coaching 360° feedback - Leadership story-telling - The leader's challenge - Coping with post-MBA challenges		



PROGRAM STRENGTHS

Leadership and personal development
The ESMT MBA is not only about business. You focus on personal soft-skills development and learn to build successful and rewarding international teams. Our small class size ensures that you constantly reflect on your experiences while receiving personalized, constructive feedback and sharpening leadership skills along the way.

Networking in Berlin and beyond
Our Career Services Center organizes recruitment events, company presentations, and company visits in Germany. Master Classes along with individual mentoring and coaching sessions provide leadership skills enhancing your personal career development.

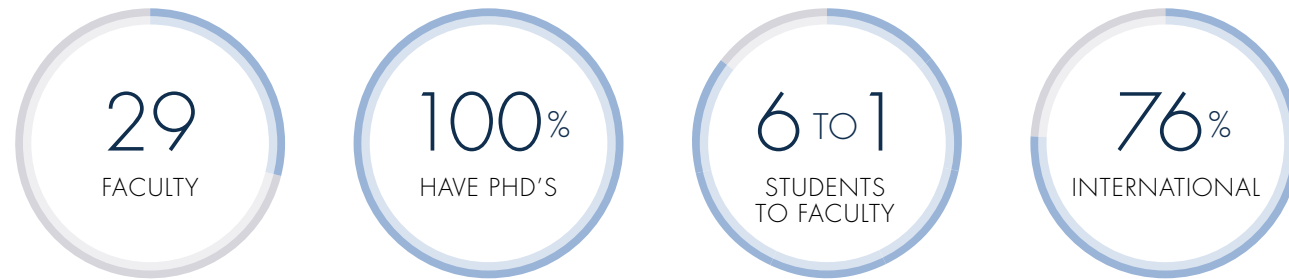
Global Network for Advanced Management
ESMT is a member of GNAM, which promotes project work between students as part of a global team. During the Global Network Weeks students can attend lectures and courses at other member universities around the world. Network members include: Fudan (China), Hitotsubashi (Japan), IE (Spain), INSEAD (France), LSE (London), NUS (Singapore), and Yale (USA). www.advancedmanagement.net

Technology and innovation management track
Business principles are applied directly to new, innovative case studies from a variety of technology sectors. Electives cover the entire innovation value chain from idea generation to commer-

cializing innovation. Through the school's Entrepreneurship Club, you will be connected to Europe's most vibrant start-ups in Berlin's hub of entrepreneurial thinking.

Global sustainable business track
Intercultural immersion and development is part of every module. You study business and culture firsthand during the optional two-week field seminar. Past destinations include: China, Mexico, Silicon Valley, and South Africa. Electives include: Fighting Poverty with Business and Sustainable Supply Chains. The school's Social Impact Club connects you with NGO's and social entrepreneurial ventures implementing innovative approaches to global problems.

FACULTY AND RESEARCH



ESMT has one of the world's most diverse faculty, educated at some of the world's most prestigious business schools – Harvard, Cornell, Columbia, INSEAD, LBS, Humboldt Universität and Freie Universität Berlin, to name a few. They produce cutting edge research while also demonstrating excellence in the classroom. ESMT currently has eight chaired professorships.

ESMT is also home to the Center for Leadership and Development Research (CLDR). The CLDR strives to support companies in their leadership development efforts from within, while helping individual leaders with their career progression. Visit the faculty and research section of our web site for links to recent publications and more information about our faculty.

Founders and benefactors of ESMT



APPLICATION CRITERIA

APPLICATION REQUIREMENTS

- ✓ Three years of professional, postgraduate experience
- ✓ An undergraduate degree or equivalent professional qualification
- ✓ Strong GMAT or GRE and TOEFL scores or equivalent for non-native speakers
- ✓ Completed online application including two references
- ✓ Personal interview either in person or via Skype

KEY QUALITIES WE LOOK FOR IN APPLICANTS

- ✓ International outlook, intercultural competence, responsible approach to business
- ✓ Proven teamwork skills in stressful situations
- ✓ Leadership potential for high-performance career growth in a global environment
- ✓ Willingness to learn from others in a collegial environment
- ✓ Excellent analytical skills

APPLICATION PROCESS AND DEADLINES

ESMT selects a diverse, hand-picked group of MBA participants each year. Our small class size means the class can fill quickly, therefore early application is encouraged. We operate a rolling admissions process and applications are reviewed upon completion. **The final application deadline is November 2 for non-EU applicants and November 26 for EU applicants.**

FINANCING YOUR MBA

ESMT's MBA is an excellent and affordable investment in your future. On average, graduates earn more than double the tuition fees during the first year of employment after the MBA. Most candidates fund their studies with a mix of personal funds, loans, and scholarships.

Scholarships: Supported by our 25 corporate founders, ESMT offers partial scholarships to support top MBA applicants. ESMT also offers a very limited number of full tuition scholarships based on academic merit and financial need, primarily through the *Kofi Annan Business Schools' Foundation*.

Loans: ESMT offers access to alumni-funded loans through Prodigy Finance. Candidates from over 150 countries can acquire loans for MBA tuition and fees.

ESMT is certified by the US Department of Education to award Title IV and GI Bill loans to US citizens.

Visit our website for the most up to date financing information: www.esmt.org/mba.

MBA tuition: €38,000*

*These fees include the cost of books and cases. They do not include travel to and from the optional international field seminar and Global Network exchanges.

ESMT is accredited by:



ESMT is a member of:



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European School of Management and Technology GmbH

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